المجتمع الاستهلاكى ومستقبل التنمية فى مصر



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المجتمع الاستهلاكي
ومستقبل التنمية في مصر

"دعا الرئيس حسنى مبارك - فى حديثه إلى ممثلى الأمة فـى ٢٠٠١/١١/٦ إلى الإقلال من استخدام السلع المستوردة، والاعتماد على المنتجات والصناعات المصرية، والابتعاد عن صور الإسراف والبذخ، وتقليل الإنفاق على الاحتفالات ...كما دعا المواطنين إلى الاتجاه إلى السياحة الداخلية. وطالب كل مواطن بمراعاة ظروف الوطن، وأن يستخدم القادر فائض أمواله فى المساعدة لإقامة مشروعات تلبى مصلحة المواطنين" .

!ĭø5ł ĂøĦ|ĒhøĭĐŊĚhĮF ƥĮĒJŇĝƺdĂj hŭđĽŇĒhĮF ƥĮĒpł
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ĭ ù!ǥ+5Ǵư ÜĜŮĜǴZĜŰ ĭ ƙơ ĜǴƶƟĂǅ ĽĂƥĿƒ ýĜŽD+zƞƒƧdž 5ĮƥƞĴ hýùƤŏ
DǅŨĽƒĂ ƥƥùZŰƒ +ŎDŽ Ŏ5ƒĂdŅǴ ĽĴŖƒ YĜǅƞŰƒ Dǅ ɣùƠ! ĽǴƧz!ƒĂ Ƨǂ T!ƒ
ĭ !ǥĂ . ĽǴƧz!ƒĂ ƧďƥŖƒĂ Ƨǂ T!ƒ ƭ !ƠǴ ǴŏdǅDŏ5ÜDǅ!Ǵ+ĽǴdž+ƑnĮƒ ƨ ƒƧTƎƕ
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üŇǰƐƒ Ĵǂǂ

ĂǫǂǂüDyǂNƥT ĴyƐǂŽüYǕƐDŤǵƥúNą ǕƐüǰƒ ʅ ƈ

DŎǵdž ŏǂǂĂ ăƧʅ dž LǰĂǂ 5Lǰú ZǕƒ **:üŇǰƐüT ǂǂ**

Ĭ ǂǚnŧ Ǖƒ ydžʅdž

ýŏDŽ:ǂ ŏƧʅ dž ǂ5ǵʅ !ƒ Ĭ 5Ĭ ĴŎǂ ƧƥǂƒǵǕ ƿ **:ĂǫǂƐüT ǂǂ**

ƥ5ĂƒĂ DŽŇǰƒ Ĭ ƙǒʅ ! LǰĂdž dž

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ǁ ǒǂǂ UƧĂɳ! KǵǂŧƒĮ

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Other - Oriented

Domenstration effect

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Ĭ ùǄǄǅ ùǂǩƒ Ĭ 5ǄǄǨ ăƧ˥ dǇ LǍ ǩǨǅǅ 5ǂǈǇǈǇ ƒ ǨǨƧǤǇ Lǂ ơǤǥ
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ăƥùdǅ LǇǈǇ ƒ ǨǨǨǤ "ǈĕĕĕ (ĎČ)ƧǤǤǥ ýǤǇ Ĭ ƺƱ˥ dǇǤǤŋ ǂ˥ ƒƧƥ*
Ĭ ùǄǄǅ ƻǅǅ ƒƧƥƒ Kƶ ƥĂ" .Ƨ˥ dǅ 5ǂǈǇǈǇ ƒ ǂ˥ ƧǤǇ yǅĂ Ĭ 5ǤǤǤǤǨ
ǂǅǈǇ ĂùdǅýùƱ Ĭ 5ăƧ˥ dǇ yǅǅ dǇ Ĭ 5LǇǈǇ ƒ ǤǤǅǅ Ĭ ǨƒǂǨǅ dǇ ƠǅdǇ
LǇ ƻ Tǂ!ƒĂ LǍ ǩǨǅǅ 5ǂǈǇǈǇ ƒ ǂ˥ ƧǤǇ KǤǥ PǄýǤǅ ǅĂ ƥ˥ ƧĂ ǗǇǈǇ ƒ
ǈǇùǋǊǤǨ ǈǅǊǅ ǈǨǤĂ .ǤǤǂǅǇ ƱƒĂ !ƒĂ KǤǤ ǤǤǤǤǤǇǨƒ ăĂǨ dǅ
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LǍù ǈǨĂ Ǌǅ ƧǨƒ KǤǈǇǫƧƥ˥ ǨĂ Ǚǂŭŋǩ Ǚƒ yǅǅǅǤǂǊĂǅǅǍǩǨǅǅ
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YǤǤƒ LǇ ǅưƱ 5ǗǤ Lǈ!ƒ ƨƒƧǅ!ƒ ǈƧǤǫǅǅƨƒƧǗ ǋǨ ǤǇ %ĒĔ,č ǤǤǁLǨ ǅǅ
Ĭ ù5ƨĂǤŋǨƒ Lǅdǅ ǤTǅƥǅ ǂ˥ ƒƧƥƒ KƧ˥ ơ ǤǇ .ƧǤǨƒĂ ǂǊƧT!ƒ ǅǅǂǥƱLǈ
.ýƺƱ!ƒ ǈƧĂ˥ Ă KĂ˥ ! ƽǨŭ!ƒ Ƨǩ ǅǅƦ ǗƒĂ KǤǈǇǈǇ ƒ Ĭ 5ǂǅǅ!ƒ ǂǅǅǅǅƦ ƒ

LǍùǩǨǅǅǤǤǅǈǅ|ǒĬ Ǩƒ ǤǅƥǄǅƱ ƧǨ" ǈĕĕĒ (ĎĎ)ƻ ǒǅǅǅǅ Ƨ ǤǤ*
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.ƧdǇƒ ýǨdǅ 5ǄǤƒ ƱǤǤǗǤǋǤǤ ǫǄǅ

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yùdǅdǇ ýùǋ:ǅƒǒù˥ ǂùƛǤǤǋǈĂǂ|ǤǤ!ƒ KǤƒƧƥƒ ǊǨǅ YǤƧǨ ƒ Lǅdǅ
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ƭ ĂPùT!ƒ ĂDL̦ǖùƵŰƒ ƚƵǤǭ Ĭ 5ǤƒĂ ƚǒƞǰŰƒ KǤǘƵŰƒ ƚȵLǰKǤǹ -
LǰùƵŰƒ KǤǰ5ƧƒƧù ǂk Lǰdž‰đēŰđē ƚȵLǰǤǰ ʢ ƚƵDǰ ĂDyDǰ LƸ lƧǽǰ
KǤǘƵŰƒ Lǰdž‰ďďŰďď ýlǤdž 5ă ƧȚ dƸ LĂǽǰDŽŽ!ĂŰƒ lǤƒ Ĭ 5ƚư ĂƧƵdƸ
.(đ Dǰž ýĂǰη) .ƚǒȚ dƸ

KǤǘƵŰƒ LƸ lƧǽǰ KǤDŽLǰdž‰ĔČ,ĒĐ ǤǰǷ ƚȵLƚǒdƸƒ ƚǯDŽKDǰŽ
ƚùǒƧz!ƒ ƚùǯDǤùư ĂƧƵdǩKǤLǰƵŰƒ ljRNjLǰdž‰čĕ,ďđ ýlǤdž 5ƚư ĂƧƵdƸ
DǰǽƧ ýĂǰη) ƚǒƧƵ ýĂǰ Ĭ 5ǤǰǤǰDǩ Ʀƒ KǤǘƵŰƒ Ư ƶhǰ 5Kƶư Ă Ĭ ơȚ ʢƒ
.(Ē

‰ďđŰĕč ǤǰǷ ƚȵLǰǤLƒ Ĭ NjKǤǘƵŰƒ ƭ ĂPT LǰdžȵLǰ DŽKLǤ -
.%čĒŰĒē ƚȵLǰýǤŰƒ ǤǰǷk

ƚǒȚ Lǰ!ƒ KǤLǰƵŰƒ Ĭ ù5ƚǰPȚ dƸ KŰǤȚŰƒĂ KǤƧ!ƒ ƧǂDKǤǹ -
ýùlǤdž ù5%dČŰĒĐ ƚǒȚ LǰǰdƸ Ƨǯ lƧƧǰdƸƚǒ Lǰ!ƒ KǰƵDŽǤǒDŽ
.lƧȚ ŰƒĂ ă ƧȚ Űƒ ƧƒƧ|Ț Űƒ KŰǤȚ Ű %ĒŰČĐ

Ĭ 5lƧnȚ!ƒĂ ƽ ĂǰƦƒ ydžǒƧ!ƒĂ ă ǰdƸ ɣȚ ǂ!ƒ KŰǤȚ ƒ LƸ ƧǒƵƦƒ ăĂǤk-
.%čĎŰĎĐ KǯDǰȵLǰKǤǘƵŰƒ

KǤǹ Ĭ Ʀƒ ƚơȚ !ƒĂ ƚ5ƧƵdƸĂ ƧǒĂƦƒ DǰǤĂ DǰDǰk LƸ ƧǒƵƦƒ ýǤư k-
%ĔŰČĒ Űù5ƧƵdŽ‰ĒŰčď ŰƧĂD‰ĐŰČĕ Ĭ !ƒĂƦƒ Ĭ DŽ NjɣȚ LǰýǒDǰƒ Ĭ 5
.ƚơȚ DŽ

ɣùȚ Lƒ ƚùǰdž 5ƧǒRƒĂ ƚNjƧT!ƒ DǰǤdžLƸ lƧǽǰ KǤǘƵŰƒ KǤǹ -
Ű‰dč,Čď ƚȵLǰKǤǹ ǰ5ƚǂünȚ Űƒ yDǰ LƸ KǤǘƵŰƒ DǰǤdžLƸ ƧǽǰĬ Ʀƒ
Ĭ ùƦƒ KǤǘƵŰƒ ǤǰǒŽ‰ĐŰČĐ ƚLǰdžyDǰƒƧThǰ NǰƒĂ ƧPǤƦƒ DǰǤdžǰkĂ
ƚù!ƶz!ƒ LǰƵ ƧǽǰĬ Ʀƒ KǤǘƵŰƒ DǰŰ‰ĎČŰĒĕ ƚȵLǰǒDǰ ƧƵǤdƸ LƸ Ƨǽǰ
.%čČŰďĐ ǰDǰĂ ƚǒŰdǰ DǰǤdžLƸ ƧǽǰĬ Ʀƒ KǤǘƵŰƒ Ǥǰh %čdŰĕĕ ƚȵLǰ

ǰù|5Űǰη ƚǒǤ ƚǰǤ Ʀƒ KǤĂȚ dLƸ ƚǂünȚ Űƒ yDǰ KǤǘƵǰ KƧǽ -
DǰĂ Ŭă ǰǤƵ!ƒ ăĂùȚ dŽ‰đ ýlǤ|dž 5KǤǘƵŰƒ ljRNjLǰdž‰ĒČ ƚȵLǰKǤǹ
ǰùơDKǤLǰƵǰ Ĭ 5ƚǒǯDŽǰdžǰǤ Ʀƒ KǤĂȚ dŽPȚ ƒ Ĭ 5lǰǤdƸ KùLǤ

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.čěěč

.čěěď ÜĎŏžŹŰƒ łŏĐžŽŮŻĂŋŏł!ƒ ƥŀƶ Ĭ ƒƨŢ!ƒ || ĂĎŀĭ Ĭ ĐƶŹ ŏǈčƨǯĐŘŽ K'ĞĳŹŰƒ ƧŊ:Ǵ Ƨ Ĭ !ƥŻ- čĔ

ăĂŀŭƞ !ƒ ƧŏŔŧùdƶ Ül ŏŀĿŀ ŏĎŏŽŽłŏŦƧ :ýĞƺŰƒ ăƥ Ďŀƶ ýǂŦŔĂ Ĭ ĿǰčƨǯĐŘŽĿĳŹŰƒ" :ƽ ƨƧ ĿĞĎŀŽŹ ŏĐƒ- čě

.Ďŏžěđ ƧŏĞĳÜƩ dƶ ĿƥŻ łzďĞĭ Ü!ĂƺƱ!ƒ K'ĞƒƧƥ ƨǂƧdƶ ĿĞĎŰƒĂ ýƺƱ!ƒ" ŷŀĞ!ƒ

łùŏĐžŽŻŏŘ ηĞƶ!ĞƧ Üă ƧƮ dƶ ĿǰčƨǯĐŘŽ K'ĞĳŹŰ ă ƧƮ dƶ ƧĂŋŏł!ƒ ĎĞŻŘƒ ƒ ýƽĂƥ" :Ŀƞ σ ýŭη ƻ ƧŦĐĎČ

.Ďŏžěč ŰƻŃĞƒ łzďĞĭ ÜĎŏžŹŰƒ

łƞ ƒƧƥ :ƧƮ dƶ 5łŏŭĳŹŰƒ łƞ ƧĞďƶ ŷƒĂ Ĭ 5ĞĳŏŬk ăƥŏƶ ĿĳŹŰƒ K'ĞĞ" :ƧĞŏ!ƥ ýĞƶ Ĭ ƺƱ ƮdƶĿĞŋ- Ďč

.Ďŏžěē ÜŀƧŃĞƒ łzďĞĭ ÜĎŏžŹŰƒ łŏĐžŽŻŏŘ ηĞƶ!ĞƧ Üă ƧƮ dƶ ĿǰčƨǯĐŘŽ K'ĞĳŹǫ ĿdƶĿǰ! łŏĎŏŽŽ

ł!Ğƞ Ƨ Üă ƧƮ dƶ ɣĞĎ!ƒ ăƥ K'ĞĎŏŘƒ ăĂŘ dƶ ĿǰčƨǯĐŘŽĞĳĎŏĬ Ŕƒ ĞƶƧĎĐŹ ƧzŘƒ" :ƻ ŏŬŦŽ ƒŻƨ Ƨƞ Ğ ĎĎ

.Ďŏžěč ÜŀƶƒŘǫĎŀƶ ÜĎŏžŹŰƒ łŏĐžŽŀƧŃĞƒ łzďĞĭ ÜƻŏŘ ηĞƶ

ÜĎčēƒ ƒ ÜĎČČČ ÜƈƱ Üɣ ùŔ!ƒ ĎĞƶ ÜƻŃĞƒ ÜłŏďŽŹŰƒ K'ĞƒƧƥƒ Ĭ 5Ĭ ďƶŽł σŀ!ƥ" :ƥŏďŀƒ ƥŻƶ ƥŏďłŽĎď

.ĎĎč

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Human [illegible] Environment

[illegible] (UENP [illegible] (IUCN) [illegible] (WWF) [illegible]

[illegible]

[illegible]

[illegible] Environment [illegible]

Geographic Environment

Social Environment

Ecological System

Monistic

Structured

Functioned

[illegible] [d] Abiotic [illegible] Biotic [illegible]

[illegible] [D] [illegible]

[illegible] [d] [illegible]

Natural Resoures	[illegible] -
Human Resoures	[illegible] -
Natural Goods	[illegible] -
Institutional Part	[illegible] -

[illegible]

[illegible]

[illegible]

[illegible] (Ahu) [illegible]

:Environmental Pollution

(Ecosystem)

(Decomposets)

:Air Pollution

[illegible]

:Water Pollution [illegible]

[illegible] Cycle Hydrological [illegible] (Transpiration) [illegible]

[illegible]

[illegible]

[illegible] :Sound Pollution

[illegible]

[illegible] :Electromagnetic Pollution

[illegible]

(*) [illegible] Decibel [illegible]

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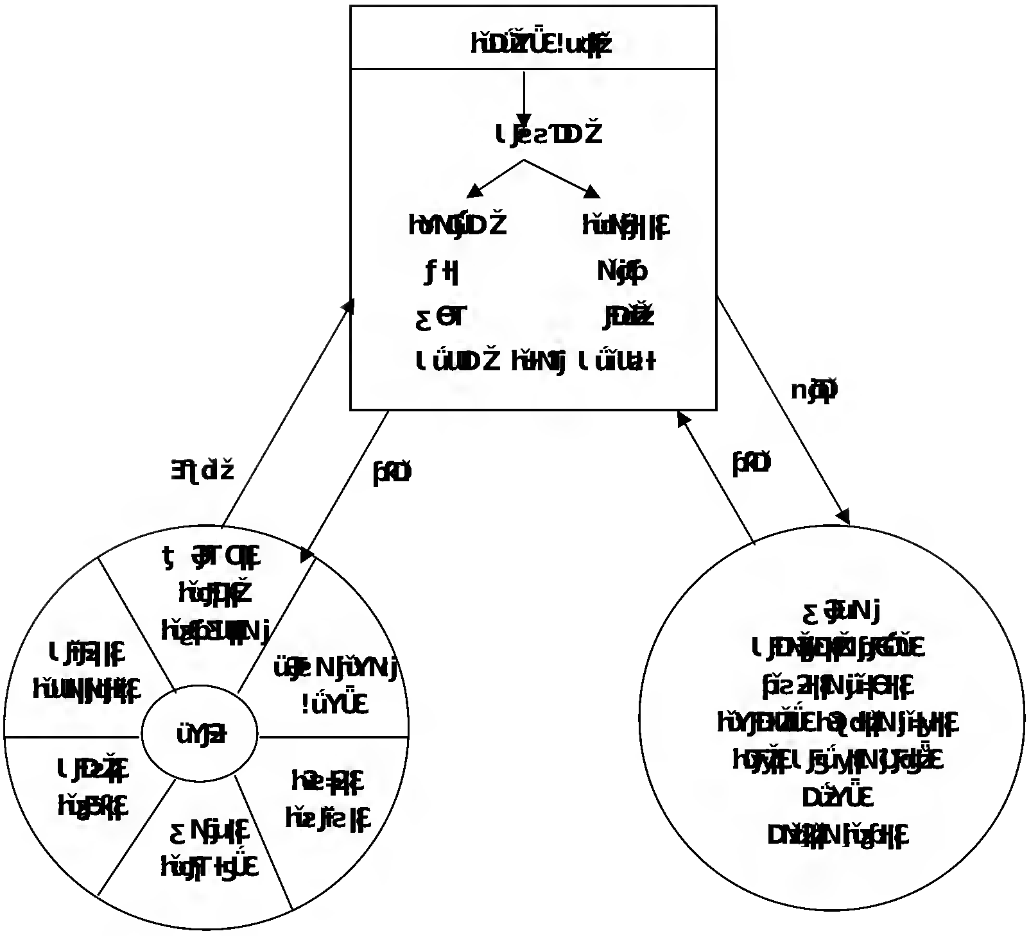
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Mass Culture

[illegible] Hall [illegible]

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[illegible] Bgrundtland 1987 [illegible] Marten Hajer [illegible]

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ǴƙǴĂƑùƪ dž!Ǵƪ Ƨ!ƒ ƽùǉoǩ Dǆùǌk ƱƒĂùư DžŘǮk ǉǚPLĂ ǮǴǩƒ lǉǆ
Ǐ ùƪ ǧƧ!ƒ ǴƌNjLĂǂĂ |oǚkdž ǂzǒƪ !ƒ KƒƧǭkdž ĆƲư Ǐ 5ƪ ǴƤ ǮǴǩƞǗƒ
Ǐ ù ǄǮLǭƥǴƥĂ ǋǮdž ǴǴư |!ƒ Ǐ 5Lǂ ƧǴ dž !ǥ DǂǮǩĂ ƧĂǌ!ƒ ǮĂkĂNj
.Ƨǭkdž ǄǮ ǌƒĂdž

ȟùǉǌǮ ǂǆùǕ:ȟǮǴ|ǁƪ ǥNjǥƟ |Ɛ:ǁ ǭǂ

lƧù|ǥƒ lǉNjýĂǴkǂƒ!ǉ ǴǴư |hǄǴǮNjƒ Ǐ 5DǮǕƒ ƧĂƥ DǂǂĂǴdž 5
ǴǴư |!ƒ Ǐ ù ǄǮǮ ƧǮǄǮǒƧƪ dž 2 oƪ !ƒ LĂdž dýǆǮ Ǐ ƞnǉǆ ǴǴǉ Ư ƧǮ
KƒǴƧùƞǗƒ LǆǮǮĂdǆdž ƞnǉǆ ǴǴǉ Lǆǆ ǩǂ ǒơ .ǴǉǴǥǏ 5ǂǴǴ|ǄǮ
yùǉĂƒ ƧǴƱǥǏ ù5ǴǆǴǆ ƧǮ Ǐ ǩƒ ǴǴư |!ƒĂ KǴư Ƨǥƒ Ư zǂƪ ƒƧǂ ǂǉnǉǆ
.ǂǉnǉǆ KƒǴƧƞǗƒ lǉǌ Ǐ ǄǴǂƯ ƧǮLĂ ă Ƨƪ dž

:ȟǝ ǂǉǁƸ ǂǉǀ Č

ɣùLƒĂƞ!ƒ ýùǄǮýǚùP Lǆǉǒǩƒ 2 ƒǉNjǂ ƽǉǩ Ǐ !ǥǂƪ ƒƧǉƒ KǮƪ ǂ ǒơ
.ǉǂƒĂ ǄǮNjƒ ǂǥǒƪ LǆǂǂǏ 5lƧĂƬLǆǂǂƒ!ǉ ǴǴư |! ǮĂư ĂdǂĂ ǂǄǮƒ

Ǐ ù5ǂ5ǴƪǴ!ƒ ǴǄǮǉǮk Ǐ ǩƒ ƒƨĂƧhƨǂǗƒ ýƒǴĂƒ ƱǴǂǏ ǄǮǮ Ƨǩƒ - č
.ǂƒ!ǉ ǴǴư ƥƯ ƧǮ

ĿǴǉǭ LĂƥ ǴǄǮǮǉǂǩƒ DǮǏ ǩƒĂ ƒƨĂƧhƨǂǗƒ ǂǥǂǉ ǴǴư |!ƒ ƱǴǂǴdž Ď
ǂùǒĂ!ƒ 2 oùƪ !ƒ Ǵǆ Ư Ƨǩk Ǐ ǩƒ ǴǴư |!ƒ ǂzǒƱ 2 ǄǮk ă ƥǆă Ď !ǥ- ď
Ŀ(ƥĂƒ) ǂư ƧǴdž 2 oƪ !ƒ LǮ (ǄǮNjƒ)

ĿǴǉǭ LǆǮǂD2 oƪ !ƒ DǴǮNjǴ UoǩǏ ǩƒ ǂǥǂǉ KǗǴdž ǂǮĂLǴdž Đ
Ǐ 5ǂƒ!ǉ ǴǴư |hǄǴǮNjƒ Ǐ 5ǂǂƧǴ dž ĂDǂdǮǉǆ 2 ƒƧƱǗƒ Ǐ ǄǮǮ Ƨǩƒ - đ
.ă Ƨƪ dž ydǮƞdž

Ŀǂǥǂǉ ƧƒƧư ǗƒĂ ǂ ĂǄǮǂnjƒĂdž KǴǌƒ ýhƥLǆǮPǩ Ǐ ǩƒ KǴǗƒ Ǵdž Ē

:ȟǝ ǂǉǁhǆǮ - č

ǂùǥǂǉ ǴǴư |!ƒĂ KǚǂTdž ƥƪ Ƨ ĆƲư Ǐ 5Ă ǂ|ǴƗ!ƒ KǴƒƧǉƒ ĆƲư Ǐ 5
ǂùƛǴǉ ɣùLǴ LǆǂĂƪ |dž ă ƥǆƒ ƧǴPǗƒ Dǆă Ƨƪ dž ydǮƞdž ýPƒƥ ǂǥǮǆ
ƥƥĂ .čĕĕĕ : čĕĕē LǆǮƧǩƒ Ǐ 5ƥĂƒĂ ǄǮNjƒ Ǐ ǩǥǒƪ Ǐ Nǂ ǂLǥǴdž KƒƥơĂ
ƥùzk Ǐ ùǩƒĂ ǂǴǩƒǉyƪ ĂǗƒ ǂǒĂ!ƒ ǂǥǒƪ !ƒ Ǐ NjǄǮNjƒ LǄƧǴPǗƒ ƒǉNjǏ ǮƒƧ

Ŝù ÙĿĵ+ù mĵĂ Ŀĵ Ż Ŝhżk Ĭ Ŗƒ +ƽŏƠ Ţ !ƒ Ĭ Ŋĵ ƥŚĂƒ +ƽŏƠ Ţ Ǥũžĵ ŭ !Ăƥƒ ýǤǿ ĿǤ !
Ŀĵ ŭdžŷǂ Ĭ 5ǤŶŢ Ŀƥ Ďž Ŗƒ ĶŬǤdžĂ ŜǤĐÜƒ ƥ Ţ Ŝh+ƛƠǤƥ Ķdžƥ ƥĂ Ŭ ŭ ư ŜǤdž
+ơ5Ţ ĶŢ Ţ P ĎžŇĵƒ +ƽŏƠ Ţ ĿĐ+ ǒơ ÜǂǤŏǤŏ +Ţ ǤƤƒ ƥŚĂƒ Ă ĎžŇĵƒ +ƽŏƠ Ţ

Ŝù Ďŵĵ 5Ďž Ŀĵž .YĂŭ ŮĎý ǂ Ŀĵž Ķ ǤŏƠ ǤĎžŽ ĎŽ +ǂǤƥ Ǥǘ |! +Ţ ǤƤ
ŬĶƒĂŢĵ +ƛŭƛ ýŭP ĎžŇĵƒ ĺƥŜŋ! ĵƥž čĐĐ ăĎ+Ţ ĵ!ƒ Ĭ 5ĵƥž ĐĚ +Ŀǥ!ƒ Ďŷơ
+ùƛƠǤƥ Ķù dǤƥ ŭ |5+ù ƥǂ ĐŽơ5Ţ ƭ Ţ PĶ ĎžǤŭĵ ĵŽ ÙĿŊĵ ƥŚĂƒ +ƽŏƠ Ţ ǤĐž
ýŭùP Ŝù ĎŽ+ƥǂ ĿŽ Ɣ ǂ ǤĎžŷǂ! ýdŽ!ƒ ŜŢ ơ!ƒ ƽŏŽ Ʊ ĿŽ +Ŀǥ!ƒ ŜǤ ù ǒP Ǥŏ
ýŭP +ǥǂǤƥ Ǥǘ |!ƒ ƥ Ţ Ŝ +ǒǤ!ƒ +ƪ ƒŜƥƒ ĶŽƒŜ || !ǂ Ŭ ĵƥž ĎčĐ ĶƒĂŢĵ + ŭƛƒ
:Ĭ !Ǥƒ ýĂƥŋ!ƒ Ǥĵ ư ĂǒǤž ŜŢ ơ!ƒ ĶƒĂŢĵ

(Č) !ƽ ùŇĵŭ
ĂŽǤŦ ĎǤŇŊŇ ħƏ Ʃ ƥĘh ŭŽ !ŬǤ
Ɩ ŠŇŽ Ķŭ ǥ ŋŭ ǥŇ ŇĵƐ ĵŬĘ

ţ ǂǤa	Ăǥá	ýǂ á	ǤĚǤá ǤĚã
ĎŽ ĚĚ ĎŽ ČČď ĎŽ ČďĐ	ĎŽ ĐČ ĎŽ dē ĎŽ ĚĐ	ĎŽ dē ĎŽ dē ĎŽ dē	ČĚĚ ČĚĚe ČĚĚĚ
ĎŽ ĎĐe	ĎŽ čČď	ĎŽ Čďď	ţ ǂǤa

+ù Ţ ǤĂ +5ǤŢ !ƒ Ǥĵ Ķư Ŝżk Ĭ Ŗƒ +ǥǤƥ Ķŭ ǂTdž Ư żhŜŢ ơ Ďž || !ǂ
Ĭ ƙơ || !ĶĂ Ĭ ƽǂ!ƒ ýdĎŽƒ Ĭ 5Ǥĵ ƥ ŭ ! ĺƥŜdž ĶǤƥ +ơ5Ţ ŬŜǤ ĎžŇĵƒ
Ŀĵ Ż +Ŀǥ!ƒ 2 ŭ ŖPƒ +ŋĎ Ŀĵ ŢĶĵ Ĭ Ŗƒ ĈǤPŬƒ Ĭ ŊĂ +Ŀǥ dž ĈǤPĎ ƪ ƒŜƥƒ Ĭ ƥ ŭ ƙƙ
.ýdŽ!ƒ ŜŢ ơ!ƒ ŊƘĿĵ

:hƏ Ʃ ƥ Ę ŬĎŽĐŽĐ

Ĭ ùŊĂ ĿƥŜĂ ù ơdžŷ ŭùP Ŀĵž ƥơƙŏ +ƪ ƒŜƥƒ ydžŋdž 5Ĭ ƽŜŋ!ƒ ýǤdž
yù dž ŋdž +ùǥĘǤƥ ĶǤž!ƒ Ư żhŬ Ư ŜżĿž Ă Ţ Ă ŬƥŚĂƒ +ƽŏƠ Ţ Ă ŬĎžŇĵƒ +ƽŏƠ Ţ
:Ĭ !Ǥƒ Ăơ Ŀĵ Ĭ ĎŽƪ ƒŜƥƒ

:! ƥĵ ŬĘhŽǤŦ -Č

Ŋĵ ĂŏĬ ù 5+ùǥƥǂ ĶĿǤĂ čĚēĒ ĎǤž Ŝhŏ ŽǤ Ďē Ĭ 5ĎžŇĵƒ ĶŢ Ţ ǥk

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Content Analysis

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(*) (*) [illegible]

[illegible]

[illegible]

[illegible] Measurment [illegible] Reliability [illegible] Validity [illegible]

[illegible] Retest [illegible]

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ŀǒǍǶdžŀȵǐǁǰ	ýƿƨdž ǎ ƨǰƨǂƙǰ	ŀǒǍǶdžŀȵǐǁǰ	ýƿƨdž ǎ ƨǰƨǂƙǰ	
%dč %ĎĔ %ĎĐ %čē	Đď ĐČ dĐ Ďď	%đě %čČ %ē %ĎĐ	Ēď čĐ čČ dď	ŀǒ ǒƨ LǰǍǤǂ ŀǒƸƸLǰǍǤǂ DǂƨǍŀǁǒƨǔ lƨǍ ǎ ƨƤDŀǒƸǍǔ ǍdžƸǍ
%Čċċ	**Čďď**	**%Čċċ**	**Čďď**	**ţƸǂǑǡ**

[illegible]

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[illegible]

[illegible]

[illegible]

[illegible]				
[illegible]		[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**

[illegible]

[illegible]

ĐĵĕăùƙŰĵĂ łùďĈāĵ KĜĭďĂēĂĕďĴĂ KĵƧĂùƬƦĵ ƧùƤĈĂ ł ĵĵōơŰĵĂ ƺ ĵƑĜōŀĵĂ yĵĜĂĵ
.łĵōĦĵ Kǘǂ ƬďĂ ĜĜĭ |hƾ Ʈ ĈĹĵ yĵĜĂĵĂ ł ĵĵōơŰĵ Ʊ ƧƸ Ĭ 5ĵōĜōŀĵĂ łōƸĂƲ ĂďĔōĭō
ĜĜĭ |!ĵ ýĂĈĜĸķł ōơhƾ ďĈāĵ ł ĵĵōơŰĵĂ ƖĵōƶďĮ yĵĜĂĵ Ĭ ĐƸĵōďēƘ5 ĵōƷĵ ƖĵōƧƞ ĜďĐ
ĐĵĐƤƘùƮ ĵ łùƮ Ĉƒ ƏƧĜĭ|ĐƸƮōĔďĮ ƺ |ōƘ ĿĴ ýĂĈƘł ōơhƾ 5ĐĐďĮ Ɣ ĿĵĂƞ!ĵ ĿĵďƸ
ƔƦùƞĂ ĐĈāĂĵ ƖƧĈĵĬ ĐƸýďƸƘĬ ƞĵłōƸĂƲ ĂďƸłĿĜāƾ ĵō!ĵ ăĂƧƘĬ ƦĵƧĂƮ!ĵ
ĿĴĵùƞĿĵù|5Ĉă ƧƤĐłƞĵ ĿďĂ.ƝĵĵĜĐĵĜĜĵĂĐł ĵō!ĵ ĵƞƘĿĴĂ ăƧĈĵ ĵĜĵĵ
łùďĐĵ łōƠĵ ĿďĔĵĵŌ łōĂ!ĵ łōƮ !ĵ KƮĜ ďďĵ ƖƧĵōĵĂ łǂĐĔĬ !Ĝ!ĵ ĐĜĿĵ
łù|ĵō!ĵ ĵƦùƝĵĿĴĬ !ĵ łƼĜĭ ĵĂ ĵĵōƘ łōĵĵ łƠĐƸĂ ĐƷ!ĵ ĐƸ!ĵ łōĜĵ ĵĐĬ !ĵ
ƧƮ ơƘ ĜĵĴł ơ ĿďƸďƸďĵĂ ł!ĂĵĐƸƲĵƧĂďĵ ýĂơƦĵ KĜĂƸƮ ĿďƸ ƸĜĭƘ
ĿĜƸƲ !Ă łù5ĜĂĵ łƮĈ!ĵ KĵĵĜĂ Ƨǂ5ĵ Σ ƧĵōďƸ 5łōĐĵ łōĵƘĵ ƧƮ ĜƘĂĐ
łōĂ!ĵ 2 ơƮ !ĵ ýƤĵ ƧōƘĵĂ ăƬ!ĵ łōƧơłĂ ł5ĜƮ ĐƸ ĿƞĵƸ ăĂĈ ďĔōƲ Ăƞĵ
.łōĂ!ĵ łōƮ !ĵ KƮĜ ďďĐƸĐĵĂ łōĂĜĵ łōù|Ĉ Ű ĵ ĿĵďƸĿďƾŰ

:hŏĈĵĵƮ ĵĵhyĜĭ - ď

Ĭ ƦĵýĈĵƸ!ĵĂ ƔĈĵōŰĵ ł5ƸďƸĿďƸĵĵōŰ łĐƸďă ƬƝĵĂĿĴ ĐýōƦ Ŀĵ ǂ!
ĿĴ(Ē) ĐƸƧ ýĂùƞ ƠƲ ĂĂ.ĜĵƸĂ ĜĵďĂĜďƸ ĐƸýďĐƸĵĂ Ĭ !ƼKƤĐ
łƞƲĿĵĜĵĂĜĵĵƷĵ łōƮ ĜďŋƷ%Ēď łƞƲĿƾ ĂĐƸĜĭ ƥK!ĂĜĵĐƝĵ łōƮ
ƔĵƧƲ ĵ ƔƞƘĬ Ʀĵ łĈ ĈƧ!ĵ ýĈĵƸ!ĵ ĐƝĐĿĵƝĵĂĿĂ |ƧĂƮ ýǂƾ ĂĐƸƷ%ēĐ
Ĭ ùƦĵ ýǂĈďƸ ƧǂĐĿďƸōă Ʀĵ Ĭ ĵĂƞĵ ł ĂĐƸĜĵƬ Ĭ ĐƸĬ ƘōĂ Ĭ ĵōĦĵ ĿǂĵĂƦĵ
KĵƧĜ!ĵ ƔƮ ĿĴ 5ýǘƦƤŰĵ łƞōĿł ĂĐƸĵƝł ĵōĂ ŰƧƮ ĜďƸ KĜďƸƞďƸ ƝĵĂƘ
Ƨùĉ ĵĂďƸĂ łō!ĵ KĜĵĵ!ĵ Ĭ ĐƸĐĜĐƸƷōă Ʀĵ ƧďƸĵ łƲĂōĐƸƧĂƮ hƾ ĿĂǂďƸ
%Đ łƞƲĿĐĐƝŰĵ Ĝĵ KƲ ƧƘƞ5Ŀĵ ơƦĵ ĜĜĭ ƥĜĐƸ Ĭ ĵōĦĵ ĐĜĿĐĿĂǂďƸ łō!ĵ
łōƸĂƞƲĐłĐĐĵ łơƮ KƤƧ5ĐĐƝŰĵ ĿĴĬ !ƼyƞƧōĵƝĂ %ď łƞƲĿĵƷĂĵ Ŀĵō Ĭ 5

(ď) !ĵō ùƝĵƲ
hŏĈĵĵƮ ĵĵhyĜĭ

ōĂĐƸă				
ĂĵƸă		yĵĂł ă		ĈĵĵĂĂĐĈĂĜĵ
ĈĂĵăĈĵĂō	ōĂĈĵōĂĐĵă	ĈĂĵăĈĵĂō	ōĂĈĵōĂĐĵă	

%Ēč %Ď %đ %đ %ČĎ	Ččď ď ē ē čċ	%ďĐ %ď %Ē %ČČ %ČĎ	Ēď đ Čċ Čđ Čē	[illegible]
%Ččċ	**Čđď**	**%Ččċ**	**Čđď**	**[illegible]**

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[illegible]

[illegible]		[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	**[illegible]**	**[illegible]**	**[illegible]**	**[illegible]**

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[illegible]

[illegible]

[illegible]

ǎ ƥǋǒ ǴǆǅǄ ƗǅƘƒ Ǐ 5Ƙ ǦǅǄǅǅǄ ǇƦǊ ǈ ƥ ǍǅǇýǅƒ ƻ ǈ ǉ 5ǴǅǄ ǅǅƒ ǴǅǄǅǄƚǅ ǅǆǄ ǀ !Ǝ ʊ
ýǔ ƥ ýǔ ǅƒ ǈ ǅǆ ǅǅ ƒ ǍƤ ǈ ǅƘ Ǵƒ ƻ ƒ ǇƦǊ ǅƘ ǅǆ ǅƥ Ǎ ǗǅǍ ƞ !ƒ ǈ ǅǅƚ Ɨ ǍǅǄǅ !ǫ
ǁ ǔ !ƦǍ ǗǅǄǅ ǅǄ ǅ ǅǆ ǅƒ Ǳǅǅǅ ǅǅǄ ƻ ǅǅǅ ǅǅǅ Ǒ Ǐ ǅǅǅ ǅǅƺ ǅǅǅ !Ǎ ǈ ǅǅǅ ǅǅ ǅǅǅ
ƻ ƻǔ Ʈ !ƒ Ɨ ǅǅ ǅǅ ǅƤ ǇƦǊ ƻǅ ǅǅ ǅǅ Ǐ 5Ǵǅǅ ǅǅǄ ǈ ǅǅǅ ǅƒ ƚ ǅǅƗ ƞ ǅǈ ǅ
ýǍǅƞ !ƒ Ƙ ǅǅǅ ýǅƤ ǈ ǅǅǅ ƻǅǅ ǅǅǅ ǇƦǍ Ǐ ǅǅǅ Ɨ Ǎǅǅǅ !ǫ ǎ ƥǋǒ ǴǆǅǄ ʊƮ !ƒ
:Ǐ !ǆƒ

(ǒ) !ǅǅ ǗǅǅǇ
ǍǅǅǅǅǅǅǅǅƮ 5

Áǫǡ		ýǡǡ ǡ		ǿǾǡ
Ǭǡǡǡǡǡ	ʔǡǡǡǡǡǡ	Ǭǡǡǡǡǡ	ʔǡǡǡǡǡǡ	ʔǡǡǡ ǡ
%ďĉ	ďċ	%čē	ďċ	ǑǡǡǡǢ
%čē	ďċ	%čď	ĎĐ	ʔǡǡ ȣ Ǡǡ
%Ē	Čċ	%Čċ	Čď	ȣ ǡǡǡǡǡ
%Čċ	Čď	%ČĒ	čĐ	ǧ ǡǡǡ
%ČĐ	čč	%Čď	čĎ	ǡǡǡǡǡ
%Ď	Đ	%Đ	Ē	ǡǡǡǡǡ
%Čċċ	Čďď	%Čċċ	Čďď	ƫ ǡǡ

:ǍǅǅǅǅǅǅǄ - č

Ǐ ǔ ǅǅǅ ýǔ ǅǅƒ ƻǔ ǈ ǉ Ǎǅǅǅ ƥ ǈ ǅǅǅ !ƒ ýǍǅƞ !ƒ Ƙ ǅǅǅ ǅǅýǅǅǅǅǍ
ǅǔ ǅǍǅ %ĐĎ ǅǅǅ ƻǅǅǅ ǅǅǅ ǅƒ ǅǅǅ ƞ Ǐ ǅǅǅǅ %ĎĒ Ɨ ǈ ǅǅǅǅ !ƒ ǅǅǅ ƞ !ƒ
ǅǔ ǅǍǅ čēďĐ Ǎǔ ǅǅǅ ǅǅǅǔ ƛ ǅǅǅ ǅǅ ǅƒ Ƙ ǅǅǅ !ƒ ƻ Ʈ Ƶ ƘǅǅǄ ƥ ƻ Ʈ ǅǅ ǅǅ Ǘ
ýǍǔ Ʊ Ǐ ǔ ǅǅǅ Ɨ ǅǅǅ ǅǅǅ ǅǅƒ Ʊ ǍǍ ǅǅǅ ǅƒ ýǅǅǅ Ǐ ǅǅǅ !ƒ ǈ ǅǅǅ Ƙ ǅǅǅǅ
ýǔ ǅǅƒ ƻǈ ǈ ǅǅǅ ǅǅ Ƙ ǅǅǅ ǅƒ ǇƦǊ ǈ ǗǍ ǈ ǅǅ ǅ !ǫ ǅǅǅ ǈ ǅǅýǅǅƒ ƻ ǈ ǎ ƻ ǅǅ
Ǐ !ǅǅ !ƒ ƥ !ƒ ǅǅ ǅǅǅǅǅ ƻǈ ǅǅ ǎ ƻ ǅǅǅǅ ǅǅǅƒ ǅǅǅ ǅǅǄ ƻ Ʈ ! ý ǅǅ !ƒ ǈ ǅǅ 5
Ƙ ǅǅǅ Ʈ !ƒ Ǐ 5ý Ǎƒ Ǐ ǅǅǅ ǅǅ Ƶ .[čē] ƻ ǈ ǅǅǎ ƻ Ǐ ǅƒ ǈ ǅǅǅ ǅǅ Ǐ 5ǅǅǅǅǍ

[illegible]

ǴǼǺųĩ ƨǕǍþ ĿǺùǒǅǅǎ ƨǠǴ'Pf Ŀǅǅǉ dǅǂǂǒǍ ĭ ư ƒƨǕƒ ƒþnǰ ă Ƕƒ ƻ ǒPdǅ
ƨǠǴǃƒ ĭ ƵƵǃƒǍ ƻ ǴŋǃƒƧơ Ƕƒ ɣ ǴǴǗǍ ǗǴǴǍ Ƥ ƨǴǃƒǍ Ǘư ƨǕƒ Yǵư ƚŋǒĿj
Ŀþùǒǅ ĭ ùư ƒƨDKƨǍNǰkþǍ ǗǒǅǅǍƒ ĿǴǃƒ ǅǍŋNǍ Ư ƨǖ! Ɛǒ ǃƒ ǅǅPǨ ǗƒǍ
ƨùƮ dǅƮPĿþǍ Ư ƨǕƒ ǅǅPǨ ƒ ĭ 5ƚǓǒ ǶþƚǒǅǅƵ ɣ ǒǴǕƒ ƽ ǒǕK ǅǅƵ ƚŋǒĿj
.ƨơƮ Ƕƒ ƒǨǰυ

Ŀþùƶ ƨþǴƮ dǅǰdǅ þùơǍ (ǴǴ Ǎư ǃƒ) ĭ ǨǍƮ ǃƒ ƚ ǍǅǅǅĿǅþŋĿþǍ
KǕùơdǅǍ þǖ ƮǨƒǍ ǴǴǰ ýǴǅǅǍ Kƒƨǃƒ Kƒƨǒ ǃƒ Ŀǅǅƨþǃ ǃƒ KƒǍƮ ǗǴ
YƨƒǍùƮǃƒ ĭ ù5ƨùƮǶþ KƒǍƮ DĿƵ ƚŋKǴǰƚǒǅǅ ǴǴ Ǎư ǃƒǍ ț ƨǍƒǍ ƚǒƨǴǨƒ
ĭ ù5ƚƮ ƒƨǅƒ NǰƯ ƨƶk ƻ Ǎț ǴǅǨNǍ ǗKǖŋƮ dǅǍ ǍǅƒƨǃƒǍ Kƒƨǒ ǃƒ KǴƨơdǍ
:ĭ ǃǴƒ ýǍþŋǃƒ KǴǴυ

(Ě) ǃƒþ ǖNǰǅ

ǍyǅǅǍKNǅǅƮ 5

ǴǅǴǅ		ǻǅǰ ǅ		ǴǴǅ ǅǅǅ
ǴǍǅǅǴǍ	ʔǒǴǴǴǒǅǅ	ǴǍǅǅǴǍ	ʔǒǴǴǴǒǅǅ	ʖǅ ǫƶǨ
%čČ	Ďċ	%čď	čċ	êǿ
%čČ	Ďċ	%čď	ĎĐ	Ǒǅn
%č	ď	%ď	đ	ğǅǍh
%ČĒ	čĐ	%čČ	Ďċ	ʔĿYǅ
%Ē	Čċ	%ČĐ	Čē	3ǍǑn
%Ďč	dĐ	%čď	ĎĐ	ǴǍn ǒǍ ʑ
%Čċċ	Čďď	%Čċċ	Čďď	țƶǅČ

:(ǅƒƮ NǰǅǅǍNǅ ǅKNǅǅ- Ď

ĿƵ NǴǰ ĭ ƶǒƶƒ ƚ ǍǅǅƵýþƶdǅǅþŋĿj ǶǴǃƒ ýǍþŋǃƒ KǴǒƵdǅýǒǅǅǍ
ǅǅNǰƒ ƚ5ǒƮ Ǎ Ǘ%Ďč þǅǍƒ ƚ5ǒƮ Ǎ %čĐ ǅǅNǰƒ ƚ5ǒƮ NǍǴǴǴ ț ƨǍƒ
ƚǶǖǴǴ%Đ KƒƨǴǴdǅǍ Ǘ%Ďč þǅǍƒ || ǶǴdǅ Ŀǅǅ ƶǒƶ ƚ ǍǅǅǅƵ%ĎĐ ĭ ǃǫKƨǴĐ
ǗǅǅĐǅǶǖǴǴ%čē Ǎ ǅǅNǰ! ƚǶǖǴǴ%Ďč ĭ Nǰdǅ ǗǅǅĐǅǶǖǴǴ%Ď ǅǅNǰ!
ǅǅù Nǰ! ƚǶƮ ǴǴǴ%ĎĐ ƚǒǅǅǅ ǴǴ Ǎư ǃƒǍ ǗǅǅĐǅƵē ǅǅNǰ! %čď yĿǴƒ dǅǍ

[illegible]

[illegible]

[illegible]

[illegible]

Áɀǡ̈		ỹǡ̈ǀǈ ǡ̈		ǿǺĐǡ̈ / ɚǂǜ ǫ ʑ̈ǩ
ǈǡ̈ǡ̈ǴǦǞǢ	ʔǿǡ̈Ǿǡ̈ǿǺǡ̈	ǈǡ̈ǡ̈ǴǦǞǢ	ǿǺǡ̈ ʔǿǡ̈Ǿǡ̈	
%čď	ĎĐ	%ČĒ	čď	ğ ǺǞ ǡ̈ǌ
%čČ	Ďċ	%čČ	Ďċ	ǫ ʑ̈ǡ̈ô ǡ̈ǀǛ
%Ďē	Đď	%čē	dċ	ǴǡǺ̈ǫ
%đ	ē	%Čď	čċ	ƂǤǡ̈ǡ̈ǫ ʑ̈ǡ̈
%Đ	Ē	%Čď	čċ	ğ Ǻǡ̈ ğ ǡ̈ǡ̈
%Ē	Čċ	%đ	Čċ	ǴǡǺ̈ǡ̈ǫ ǀǡ̈
%Čċċ	Čďď	%Čċċ	Čďď	ţ ʑ̈ǡ̈

:ĂǾǢ |ǀǨǸǡ̈- Ď

ǴǡŀùǢĿ ǰ ùƦǰ ǨǴǡ̈ǳǴǰdǰ ǂ ǜů ǈ Ŀǰŋ ŏ ƽ ǨǴ ǃ ǰ ýǍǰŋ ǃ ǰ ǨǴǾǰdžýdǰǰ Ă
ǰù ǲǍǰ ǂ ǳǰù Ţ Ă %čē ǰǜǰǀǰ ǂ ǳǰ Ţ Ĭ 5Ǩʑ̈ǰǨǴǳǰ dǰǂ Ţ ǴǃǰƧ ơ Ţ ǃ ǰ
ǈǰǰhǨǴùǢƦ dǰ ǰǈǰ ǰēēĐ ǂ Ŀ ǰ ǈǰǴ ǃ ǰ Đ ǈǰǴǰ ǰǴǰ ǰǂ ŏơ %ĎĐ
ǨǴǳǰǰǰ ǰǰ ǃ ǰ ǰǀǰ ǰơǰ ǰ ǨǴǰǰǴǴǂ ǰǰ Ă ǂ ǰǈǰǂ ŏǃ ǰ ǨǴǰǰǰ
ǰù ǰǰǨ ư ƨǰ ǰǂ ư ƨǴdǰ ǰǂ ǃ ǰ ǰ Ţ ƨ ơ Ţ ǃ ǰ Ŀǰŋ ǰǴǰǰ ǰ ǃ ǰ
ýǴdǰ ǃ ǰǰ ǰ ơ Ţ ǃ ǰ ǰǰ Ĭ ư ƨdǨǛǴĂ ǨǴǳǰ dǰǂ Ţ ǴǃǰýǂǴdǰ ǰǰ
.ǂ Ţ ǴǃǰǨǴǳǰ dǰĂ Ĭ ơ Ţ ǃ ǰ ǰǰǰ ǰǰ ǰǰ ǰ dǰ ǰ Ʃ ǰǰ ƨǴǰǰ ǰǰǰ ǃ ǰ
ǴǰǰƨŋǰĂ ǛǨǴǳǰ dǰ ƨ Ţ Ǵ ǂ ǰǰǰ ǰǰ ǰ ǰ ǰǰ ǰ ǰ ǰƨǴǰǰ
ǂ ǜů ǰ ǰǰù ǀǰ ǂ ǳǰ Ţ Ĭ 5%Ďč ǰǰǰǨʑ̈ǰǰ5Ĭ ǰǰ ǰǰ ǰǰ ǰǰ ǰ ǃ ǰ
ǰù ǰdǰýù ǳǰ ǰǰǰČ ǰ ǃ ǰ ǃ ǰ ǰ ǰǰ ƨǴǰǰĂ .ǰǍǰ ǂ ǳǰ Ţ Ĭ 5%Ďč
ǨǰùǰƨǴǰ ǰư ǂ ŏơ Ţ ǂ ǰ ǰǂ ǰǰĂ Ǩǰǰŋ ǰǰŋĂ ǰ ǰ ǰǰǰ ǰǂ
ƽǴǰ Ĭ ù 5ýǳǰ ǰǰ dǰ ǰơǰǰǰ ǰǰǨǛǴ Ĭ ǃ ǰ ǰǨ ă ǰ ǂ ǰǰơǃ ǰ
ýǰǰǰĂ ǰǴǃ ǰǰ Ʃ dǰ ǰǰǰǰǰ ǰǰǰ ,ď ǍơǰǴǰ ŏ Ĭ ǰ ǰǰ
ƨǴǰŋ ǃ ǰ Ĭ ù 5ǨǴǰ ǰǰ ǰư 5ǰǰǰ ǰǰǰ ť ǰǰǰ ǰ Ĭ 5ǰĂ ƨǛǍǰ ǰdž
ǰù ǀ " ƽ ǰù ǰǰ ǰǰ ǰ ǰ ǰǰ ǰ ǰ ǰǰ ǰ ă ǰ ǰǂ ǰǂ ǰ ǂ dǰǰ Ĭ ǰ
|| ƨùhǰ ù ǃ ǴǰǍǰĂ ǈǰǰ ǰĂ Ĭ 5Ĭ ơ Ţ ǃ ǰ ƨ Ţ ǰǰ ǰ ǃ ǰ ǰǰ ư 5
Ĭ ùǰdǰǂ Ăù ǰǰǀǰ Ư ǰdǰ ǰdž ǰǰ ǰǰ ƨǴǰǰ Ĭ ǃ ă ǰǰǴǰ ǨǴ|ǰ dǰ

[illegible]

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[illegible]

ϮƠƓĺLJƌǂ ƁųǔŽŨƶk LJƌhϧ IƋ[illegible]ƌǁ ƒƧ!ƒ Ư ƒƧƋƉ LJƌ ǯƋ ǺƓǼ Σ ƧƒƋƌǂ ƁǔŽŨƶk LJƌ%Čĕ
.Ɨ[illegible] ƌǂ yƚƓ ƌǂ Kƒ ǬĂ LJƌǂ h ƧRǕƒĂ LJ[illegible] ƒ Ɨ Ɠ[illegible] ƧƓƙǕ || !ƦĂ Ɨ[illegible]!ƒ

(ČČ) !ƍƥ üNƙ[illegible]

[illegible]

Ázȿä		ÿ[illegible] ä		ǿ[illegible]ä / ȣ [illegible] ä / ǫ[illegible]ä
ǾǺ[illegible]	?ǿ[illegible]ä	ǾǺ[illegible]	?ǿ[illegible]ä	
%Ččđ	čĐ	%čč	Ďč	3[illegible]ä
%ē	Čċ	%Ē	Čċ	ǧ[illegible]ä
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%ČĒ	čĐ	%ČĐ	čč	[illegible]
%čČ	Ďċ	%Čđ'	čċ	ȣ [illegible]ä
%Čđ'	čċ	%Ē	ČĐ	ǧ[illegible]ä
%Ē	Čċ	%Čč	ČĒ	[illegible]
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%ē ƋƦù NǕƒ ƗƺǕù Ţ hƓ[illegible] LJ[illegible] ƌǂ Kƒ [illegible]
ýƓƌǂ Ɠ[illegible] 5[illegible] ƒ ý[illegible] %Ē [illegible] Ţ Ă
Ϯ ƒĂù Ţ Ǖƒ Ï 5[illegible] !ƒ Ɨ [illegible] ƌǂ [illegible]
Ɠ ƌ[illegible] !ƒĂ LJ[illegible] || [illegible] ƒĂ [illegible] h ƓĂ Ţ
ý[illegible] Ă LJ[illegible] ! [illegible] Ư ƒƧƋƉ LJƌǂ [illegible]
Ǖ ƌ[illegible] ƌǂ Ï [illegible] 5Ϯ [illegible] LJƌǂ [illegible]

Ɠ[illegible] LJ[illegible] 5Ɨ [illegible] ƧƠ Ɠ[illegible] Kǔ Ţ ƒĂ [illegible]
Ɠ[illegible] ƒ LJ[illegible] LJ[illegible] Ɠ[illegible] || !ƦĂ %čČ [illegible] %Ē [illegible] Ţ h
LJ[illegible] ƒƧƒ Kù [illegible] Y[illegible] Ţ [illegible] ƧĂ
[illegible] Ǖ%Ē N[illegible] LJ[illegible] Ɨ [illegible]

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[illegible]		[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

[illegible] (*)

(*) [illegible]

[illegible] Vapour [illegible]

[illegible] Odorous Substances [illegible]

[illegible] Fibers [illegible]

[illegible]

[illegible]

[illegible]

øøøøøøøøøøøøøøøøøøøø

[illegible] Fumes : [illegible]

[illegible] Smoks : [illegible]

[illegible] Mist and Fogs : [illegible]

[illegible] Gasec : [illegible]

[illegible]

[illegible]

[illegible] (Informal Housing) [illegible]

[illegible] Santy Towns [illegible]

[illegible]

[illegible]

[illegible]

:Ĭ !ĈƙĴ ĂǒĿĴ Ĭ ĐŽŽĪ ĴSĎĴ ŃĲǓ ƧżƙƘ ĈĭŽŖŃĂ Ɨ ŀƏTƘǈŽ

(ČĎ) !ƺƥ üŃƺǓ

KŃ ĒŀǓ ŃŇĆŽǈ Đ ƘǈŽ ȿ ŞǓŬĒ

Áżä		ýäŀƺ ä		ǿĐƺä
ĈĒÄä ǪǭĀä	ȯĀĒƺä ʔǿäĀČƺä	ĈĒÄä ǪǭĀä	ʔǿäĀČƺäȯĀĒƺä	ĈÄĈƺä ǂ äĀƺ ä ǫ ƻŶĐČĐŽǫ
%Čď	čċ	%Ē	ē	ĈĒǫČΣä
%đ	Ě	%Ď	Đ	ĈŢƺÄä
%Ē	Čċ	%Ē	Čċ	ʔŸäĒ ŸČä
%Ďď	Đċ	%čē	dť	ĈĀĉĀǫäǫ
%Čċ	ČĐ	%Čď	čċ	ĈĤĈĀǫäǫ
%Č	č	%ď	đ	ĈǻĒĀǫäǫ
%Ě	ČĎ	%Ē	Čċ	ĈǻĀĀǫäǫ
%Đ	Ē	%Čď	čċ	ĈĀǫ ǒĀĀĈĀǫäǫ
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%ď	đ	%ď	đ	ĿĬĈǫ ĈĀĀǫäǫ
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%Č	č	%ď	đ	ǿŢƨ äğ ĀĈǂ Ě
%Čċċ	**Čďď**	**%Čċċ**	**Čďď**	**ţǂţČä**

:KŃ ĒŀǓ ŃŇĆŽǈ Đ ƘǈŽ ȿ ŞǓŬĒ- Ď

ƧùŢ dž 5ŀƧŢ ĈdƺŀĴùĈĜ ƿĿĐƺǒ ǒ ƽĤĈĴ ýĂƺŀĴ KĈŽdž ýdădĴĂ ýĂùĐž ýùư ĂĂ ĈƙùŢ ĴƧƺĂ Ĉƙù ŀùŢdž ýdž ýdĴĴ Ĭ 5ƺĂŀŀĴ Ƨ ŏƙĬ !ǫŬĈƙ Ƨ ĴƧŬĈĜ 5ŬĜ ŀĴdž ýdĴĴ Ĭ 5ǁ ĈƙĴĂ ŀǒư ĴĂ Ƨǭ ŀŏƧ ǁ ĈĴŀŀŬ ĈĴŀƙŬĈĴž ŀùĿĴdž ŀùƿž! Čùư ĴĂ ƥƥƙ ƙŀĂǒǔ5ŀŀĈƙǈ ĿƥƧ ŀ ĂŽĬŀ ŀŀĴĂdž 5ƥĐž ĈƙĈ Ţ Ĉ ƘĴ Σ ƧĈdžŀùǈƥĴ ĿƨŀŬĴĂ KĈŀĴĂ KĴƧĂĈŀƏŽĴ ƽ ƺĴdĴǒ

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Ǵdž+ùmĵƒĂdž KǴǒù! Ư ƨùzLĐǅĿǿĂ 2 ƒƧǑǕƒ yǒǳ ǴĵĐǅǅǅƷǒƕŢ ǴǾ
Ĭ ùĐǅǷùƼĂƒ +ư ƨǴdž+ƽǒT !ƒĂ ĐǷNĴƒ +ǒǺƒ +ƽǒT !ƒ LǅǅƺǴĵ Kư ƨzk
:Ĭ !ǬƒĂǒLǰ

(Čd) !ƽƥüNĵǰU

ĂǾǬKNǅǅǍǅǅǅǅ

	ǿĐǅĭ ä		ǿĄǧä	
ǅǅǅǅǅǅ	ǅǅǅǅǅǅ	ǅǅǅǅǅǅ	ǅǅǅǅǅǅ	ǅǅǅǅǅǅ
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ǅǅǅ	%čď	dĐ	%ČĒ	čĐ
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ǅǅǅ	%ē	Čč	%Đ	Ē
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ǅǅǅ	%ď	ē	%Ē	Čċ
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ǅǅǅ	%ď	đ	%Ē	Čċ
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ţǅǅ	%Čċċ	Čdď	%Čċċ	Čdď

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ƓǦdĐ+ùƑǒŀɸ LǺƑT ƨƓǹ ydžǺƓƦƒǍ ɜǒ LƘƓǜdǎǔ!ƒ ƧƓƬǕƒǍ KǔƘT!ƒ ƇƒƧT
yùLǥǯ+ùƑǒŀɸ+ǒƓǆǎ! DŊǺmŋǍ DŊǨɸƓƃ 2 ǒUǍǨǍ Σ ƧƒƥdǮ ɣǔƲǍ ɣƓƉ!ƒ YƓǤɸ
ýǔP LǖdǯǴǒǍ %Ē +ɦuLɧƥǺǍƒǍ %ē +ɦuLɧDǠǸNǕƒ+ʓǒƮ ƓƦǍƓǨɸ5+ ǍƦȤǮ
%ē +ɦuLɧƥǺǍƒǍ %čđ +ɦuLɧDǠǸNǕƒ+ʓǒƮ NǕDǮǨKɸ+Dǎ Ƙƒ Ĭ Ƒǒŀɸ Ĭ ZǍƒ ƧTLj
DǤǨNǕƒǍ ɸƧ5Ǖƒ ǎǍƦ dž DǮǍǒǻT!ƒ+ǂƧƓdǮ ƧǍdǮ DǮž ǂƧƒ Lǖdǯɸǖ ǁ!ǂǍ
.+ǒdǨƒ Ĭ 5+ǂƧƓdǯǍ+Ƒǒŀɸ Ĭ DǮǕƓɸ!ƒ Ĭ 5ƖDdǮ+ǂƧƓdǯƧǍƧư ɦʋ

DǠǸù NǕƒ+ʓǒƮ ƓɸDǮǨKɸ+Dɸ5+ ǍƦȤǮƓǴ |!+ǒdǮǯ ƖƧULǕƓǜ ɜ DǮǒƓǮ5ƓdǮ
+ùǑǒ!ŀɸ ƨǂƒƧdǯǍ KƓǎdǺ!ƒ ǁƒƧƘƒ ƖƧǍƧư LƊǕɸ%Đ+ɦuLɧƥǺǍƒǍ %ē +ɦuLɧʋ
Ĭ ù DǮǍ UƧƓdǮǯǒǍɸƒ DǮDǮƮ ƓƊ+ǒdNDƓƓǮɢǍ+ǒǒŀɸ+ǒdǨƒ ɈNǤƧhyư Ǎ Ĭ 5
.LƓǕLǕƒ+ơƮ

ɸƧǍƒǍ %Ě +ɦuLɧDǠǸNǕƒ+ʓǒƮ NǕKư ƧƶKɸ5DǯƶǕƒ ƧǍɸɦɜ DǮǒƓǮ5ƓdǮ
ýƑƓƮ Ǎƒ DŊɸLǖdǯLǺǒƨʓƦȤǍ+ZƒƦǕƒ) ǎƧNƓdǯƒ DǯƶǕƒ LƊyɸǍƓƓ%ē +ɦuLɧʋ
ɣƶƮ ǒǎƘƒǍ+ǒdǯƒ+ɦuLɣƓƺƒ ydǮǮ ǍƮ P ǎ ƧƮ dǮ ɣƶT!ƒ ɸƧ5DLǖdǯǒŀƓDǮ
+ùZƒƦǕƒ ɜǒƧƱ LǮ Lǂdǯ+ZǍƦǕdǮ ǍD+ǍǨǂdǮ KƒɸƓƧǕƒǍ KƒƧTLƒ ydǮDɸǮk
ɈNǤƧù hɸ ýǔP Lǖdǯ|!ƦǍ+ƲƮ hdǯ+DǮ+|ǒƧƱ hKƓǮƶdǯƧTLǺ DǨƦk LǺǒƨʓƦȤǍ
ƧǤǍ KƓǤǕƒǍ+ǂƧƒKdǮ DǮ Ƨ!ƒ Ĭ DǮƥǒǮk Ĭ Ƙƒ KƓǕƶǕƒǍ+ʓƓƒ KǔƮ DǮdǯǍ
ǍDý+! +ǒǍƦƒǍ ɸƓƧǕƒǍ DǮǮDƮ ƓƊDƧɸƮ dǮ ƖƨmǕƒ |ƦNǂ+ǒNDɸ+ǒƓdǮ|!Ʀ
Ĭ ù5Ǎ+ùdǯ+5Ʈ hƒ ƓƊTǕƒ Ĭ DǮǮǒǍƦƒ ɜǒƧƱ LǮ NǕƓƒUǍ ɣƶT!ƒ KƓǮ5DǯdǮ
Ĭ ù DǮǮDƮǍƒǍ .ɜǒɸƒ LǂƒǍƦƓǎǒǮǂǒǒƱ!ƒ+Ƒǒŀɸ LǕ +Ʈ ƓƊ +5Ʈ hɣƓƉ!ƒ ýǂTk
ƧƮ Ɠǂ!ƒ ý+ NǕ5ʈ ǒǨ ýdǨdǮDǮLǺNǺ LƒǍǒǍ KƓǨǺ ƓƓǍ ƇǍNLǖdǯƥƮ Ɠǂ
+ùƑǒŀɸǍ NǕƓƓƒǍ NǕƓơ LǖdǯǴɳ Ĭ 5ƧPǕƒ Ĭ DǮƓdǯdǯý+ ɸdǮǒǍ DǮLǂƒǍk Ĭ 5
ɸơDLƓǕLǕƒ ýƛdǯǍ .+LǤdǯǍɸơ Ĭ 5+ ɸơk Ĭ Ƙƒ KƒƧǤƘƒ+dǮƓdǯýǒƦ k+ǒǒƱ!ƒ
ɸƮ 5DƧǂʓk ǍDĬ ZǍ LǺɸ LǂƒǍƦƒ ƒƦNǂ 5ýPɸk ƒƦ5Ĭ Ƒǒŀɸ DǮƓLǕƒ Ĭ 5+dǮƒ ýƓǯǍƶ!ƒ
Σ ǂƶǨǍ+Ƒǒŀɸ LǕƮ ơk ýƑƓǍ DŊɸLǖdǯ ǒƮ PT!ƒǍ+dǮ!ƒ+5ƓƓLǕƒ ƧɦǮǨǍ LǂƒǍƦƒ ƒƦNǂ
+DǮǮ !ƒ+|ǒǍ Ĭ NǺ ǕƑǒŀɸ ǎǍƦ dǯƳƓƧƒǍ Ĭ ơƮ Ĭ ZǍ LǖdǯǤƓƮ !ƒ NǕɢýƮ Ǎ Ɠdž
Ư ƓǤPLƓǜùƱƦdǯǒǮdǯǍ+LƊǍdǯ Ư ƒƧdǯǍ+ƒƦǍǕƒ ƧƓƘƓ5+dǮ!ƒ+ơƮ !Ɠʋ
|ƦùNǂ+mŋƒǍdǯ.+ ǍƦȤǮKǕɸdǯƳƓƧƒǍ+ǒŀɸǍ+ǒƮ PT!ƒǍ+dǮ!ƒ+5ƓƓLǕƒ ǎǍƦ dž
.Ĭ !Ɠƒ ǍơLƒ Ĭ DǮǮNǕƯ ƧƶLǮ Ǎƙ +ǒǒŀɸ ƧƒƧư Ǖƒ

(ČĐ) !ȿƿ üŃǿƚǿƖƕ

ĂǽǮĆƭŧƿƌƓǁǬĿħǒǈƚǁǬĿĎƚĝǮƘƠ

Ąźǯǟǟ		ÿǟǟƚŧ ǟǟ		ǿÆĐƫǟǟ / ǨĿĎǯǽǿǟǓǕ ɂÄǟǭǿÆǕǟ
ǦǦÆǟǟ ǦǲÆǯǟ	ʔǿǟǟÖǬǟǿÆĔƫǟ	ǦǦÆǟǟ ǦǲÆǯǟ	ʔǿǟǟÖǬǟǿÆĔƫǟ	
%Ē	Čċ	%ČĒ	čĐ	ǞǟǟǽǯǞǿ
%ĎČ	ďĐ	%čď′	ĎĐ	ǞǟǟǽǮŢÄ
%Čď	čĐ	%Ē	Čċ	ǵǿÆĘǟǟǟǬǟǞǭǟǟǞǟǟ
%ĎĒ	čċ	%Ďē	ĐĐ	ǦǟǟǦÛǟǟʔǿǟǟnǯǿ
%ď	Ě	%ČĎ	ČĒ	ǞǟǟǿǞ ďŸòǕ
%Čċċ	**Čďď′**	**%Čċċ**	**Čďď′**	**ṭźǯǟǟ**

:ĂǽǮĆƭŧƿƌƓǁǬĿħǒǈƚǁǬĿĎƚĝǮƘƠ Č

[illegible]

.ýǒ⊤ Ǥďǆ ǎ Ƨ Ĭ 5ĐǮƦ{ k+ǯǔ Lǰǥďž !ǫĬ ơ⊤ !ƒ ƻ Ƨ⊤ !ƒ lǰǥďžýǒǍoƦ ǴǥǤ{ kǵ
lǫǜ ǧeƘďǆ K'ǤǐɳǤǒơǗƒ +ǜ ǒƱƺƦ +ǰǥďǆ ǒƒǍ ďǆ Lǰďǆǰǒ ďǆǥƮƧ ǒLǰ+Lǰ|| !Ȟ Ǟ
ł ǜǒơ ý|Lǰ ýƑǤǍ LǰďǆǞƦǫ Ǎ K'ƒƧǤ{ !ƒ ĐǮƦ{ ƒ ǒƮƧk ǴƠ ǑĐ+ƶƒƧƨ!ƒ Ư ƒƧǗ
.+ǭ ďǆƒ +ǒǤ!ƒ ĐǮƦ{ ƒ ĐǒǆǍ ǤǍɳĐǮǍĐǮ+ǒǤĐǮǜɳ{ ƒ ýǒĐLǰ+Lǰ

+ďǆƒ +ơ⊤ !Ǥƽ ĐǮǒ ǤǒƼ+⊤ ǤǍ ǗLǤ{ LǰǤƨƒƧư Ǘƒ ýLǰǒƽ ĐǮǒ ǤǒƼ ǤĐ
LǰĐ ǒơ %čĒ +ǰǜLǰǒƼǍƒ +ǯǒ⊤ Ǎ %čĐ +ǰǜLǰĐǮǸǗƒ +ǯǒ⊤ Ǥǰ K'ư ƧƶkǥƼ
Lǰ ďǆǒƶ!ƒ ƧǤƘǗ ǎ ǒǒ ǤƦƶ!ƒǍ ǤǍɳƒǍ ǤǤǆ+ ǍĐǮ ǰǜ ǜǒĐǮ ǴǍƺư || ǤǸǰ
ǒǜ|5+ƑǒƮ ýǤ ǑǗ⊤ ǫǤĐ ýǤǗƒ Lǰɟ⊤ ǤǍ K'ǤǍƒ +ǰǜ LǰƳǥƧƒǍ Ư ƒƧďǆ
Ĭ ư ƦǒƑǒƮ ýǤ LǰĐɳLǰǍ %Ē +ǰǜLǰǒƼǍƒǍ %čď +ǰǜLǰĐǮǸǗƒ Ǥǰ K'ư Ƨƶk
K'ǤǍ+ďǆ LǰǍ ǤǒƼ ǒƶk Ĭ Ʀƒ +ǒ!ƒ K'ǤǥǤ!ƒ Lǰɟ !ǒǤďǆ K'ƒƧǒǮƒ Ĭ ĐǮƻ ǍǍƒ
+ǜƑǒƮ +ǒǤǆ Ĭ !ǫƻ ǒǰ K'ǤǗƶ!ƒ lǰɳǰ ǎ ǒ⊤ ƘǒǤĐǮ ýǒƧƮƦǤƼ+ƑǒƮ lǰɳǰ +ǒǆǒƱƒ
:Ĭ ǸǰK'ǗǤďǆ Lǰďǆǒƶ!ƒ Ĭ 5

+ǜɦǍƶ!ƒ Ǘ ǍĐǮǸ Lǰďǆ ƒǍɳƒ +ǒǤǆ! ǤĐǮƶ Lǰ! ǤǤLǫ ýďǆǍ ǤǍɳƒ ýǤďž č
.lƧǤ !ƒ K'ǤǤƮǗƒ ǗǒƧƒǍ⊤ !ƒ ƽǗƱǫĬ ĐǮƶ ɦǍƶ!ƒ Ǘ ƒƧǒ!ƒ ýǤƮǫĬ ĐǮǸ
ǎ ƧǗ !ƒ +ǒĐǮƒ +ơǗďǆ ǗƧơǒƮ lǰǥďǆ Ǹ Ƨ⊤!ƒ lǰǥďž ĐǮýďǆǍ ǤǤǆ ýǤďž Đ
.ƧǍ{ ɳ!ƒ Ǘƻ Ƨ⊤ !ƒǍ

|| Ǥǆ Ǘƒ ǒ⊤ ǗǒƒǍǒ!ƒ lǍƧ ǗǒƶƒƧƨ!ƒ lǍƧƒ ýďǆǍ ǗƶƒƧƨ!ƒ ýǤďž ď
.ǤǥǤƘďǆ LǰǤǗƒ ǗǤǍƒk ĐǮLǍ +ǒƺǗƒ +ǰƧďž
ýǒɳǜ ƮkǗƻɳǤơďǆǍ ĐǒǤďǆ ǗǒƶǤ{ !ƒ ƽ ƱǤďǆ ýďǆǍ .+ƶǤ{ !ƒ ýǤďž Đ
.+ǒƧƒƧơ!ƒ K'ǗǗƒ Ǘ ƶǤ{ !ƒ Lǰďǆƒ Ǘýďǆƒ LǰǤǥ
+ĐǮƶ!ƒ K'ǤĐǮǆ ƻ Ƨ⊤ ǗǤǰ ǂǍ Ư ǒƒƧďǆ ýďǆǒ:+ďǆƒ +ơ⊤ !ƒ ýǤďž Đ
.K'Ǥ|Lǰ{ ďǆǍ || ƧǒƮ Ǘďǆƒ +ƼǤLǰ
ýǤơďǆ ǗǒƶǤǰ⊤ !ƒ ýǤơďǆ +ǰƧďǆǰ ƺƒ ýďǆ ýďǆǍ :+ďǆ K'ǗǤďž đ
.+ďǆƒ

ɦɘ ǥǥǤ|Ǘ ǰǗǰďž Ɛ:ǒ{ Ƴ ɳǰǰĐ

Ĭ ǜǸǍ +ǭ ǤǗƒ K'ǤǤƦ{ Ǘƒ LǰďžƵǍďžǆ !ǫý⊤ Lǰ⊤ ƒƧǒƒ lǰǸ+ǒǤLǰ 5
.ƨǤǒǤǤǰ Ư ƧƶLǰ Ʀƒ K'ǤǤƦ{ Ǘƒ

+ǜǒǍ!ƒ +ǯǒǜ⊤ !ƒ ǤǥǤĬ Ʀƒ ƳǒǤǗƒ LǰǤǤǤǒ|| ǤǸǰLǰĐƱ ƒǍƒ Lǰďž č

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ƻ ƧùƮ !ƒ ý‡ƠǗƬdǆnĵĂdǆ‡dǆdǆ KƠƮ ďdǆ ĿĵhýƠǆƒ ƽď Ŀǩƒ ĎďǆĿƉ ē
ăƧƠŋdǆ ŀƠďǆ ǫƧƬ!ƒ ŀƠdǆ ĂĐǆďǆŬ Ĭ ƙơ ‡ƛƿơ!ƒ KƠƚǩƒ ĎƿƤƦ ƒĂ Ĭ ơƮ !ƒ
ýùĎďǆƒ ƽùďƧƱ ĿĵƵ ‡ùǥƠŋǂƒ ‡ƿƠ!ƒ ǕƇŬ ăƧƠdǆ ŀƠdǆ ýƶƦ ƙ ĿƉĿ‡dǆĂ
.ƠĿƽ‡ĿƿďǆƽýƠ!ƒ ĂŊƠdǆ ăƧƠdǆ ŀƠdǆ ĵĂŊĵ!ƒ

‡ǥƠdǆ ăƧƠdǆĂ ýď!ƒ ƧŋĿ‡ďƠǆĂ ýď!ƒ ƧŋĿĵ ƽKƠĐďǆă ĎƠǫƧƱơ - Ĕ
ƽùƽĂ‡ùăƠƒĂ‡ĐƠƮ !ƒĂ ‡hĐƮ !ƒ KƠĐďǆƽƧơ ĎďǆŀǩƽďƧƱ ĿƵ ‡ ĂĐďǆĿďǆ
ƿùƚŬ ǁ !Ʀ‡ ŀƧƨĂƒ Ŀďǆ ďƤƧƦĂ ăƧ!ƒ ŀƧƨĂ Ơǩƣ ƙĬ Ʀƒ KŬƿďǆĂ ƧďƠƶdǆ
ĎďǆƙĂ‡ƬďǆĂ‡ ƧďŋƬĂ ŊĐďǆ‡ĎďǆKƠŋĵĂĐǆďǆ ƻ ƒƧƬǫĂ ýďǆƒ ƱďƤƙ Ŀďǆ
.ƠơƠ ŊƙďĿĂ KŭƱdǆĂ ƧƒĂ Ŭƒ Ăƿƶƙǆ

ĿŬ ŊĵhƟĂdǆƮ dǆƿơ!ƒ ĿƵ KƒƿďĂ‡ĂƠǆ!ƒ ŀƿďǆŬƒ ĎƿƤƦ ƒ ƧƱơ - ē
Ĭ !ǫƠĵĂďǆ ǫƧƮ ƙĂ‡ǥƠdǆ ăƧƠdǆ Ĭ !ǫăƧ!ƒ ŀƠdǆƱ ƒĂhýǀƙŀƿďǆŬƒ ǫƮ Ƨƙ
ƒƦùŊĬ ĵƒƦùƶ!ƒ ĎďǆƦƒ ǫƦƣĂ Ĭ ďŬƒ ĎƿƤƦ ŭ! ‡ơ!Ơ ƧƻƠƮ ƙĬ Ʀƒ ǁ ƠǆŬƒ
.‡ďƒƧƨ!ƒ KƠƦďĂ KƠĐďǆ ĂĐďǆĿďǆ KƒďďǆŊƿƙƠďǆ ŭƣ ƽ

ýďƧùƬƙ ĿĵƮ ýŭùƤ Ŀďǆ !ƦĂ ƠĐďǆ ƠƠ Ăƣ !ƒ ƨ‡Ƨdǆ ĎďǆƠǆ ǁ!ƒ - čČ
ĐďǆƵĂ ŀƿƠ!ƒ KƒĂƮ Ŭƒ KƒƦ Ĭ ǁƽ Ădǆ ŀƨŋĵĂ KĂƮ !ƒ KƒƧ‡dǆýŀdǆýdďĐďǆ
Ŀĵdǆýŀ ƠƮ dǆĂ ƫ ƧĂƒ ýǀĿ ăĂƮ ǁ!ƒ ŀƧĂƧƣ !ƒ ‡!Ơ Ĭ ƽŬǫ ŊĵƒƠ ŊƙýƠǆƦƒ
.ƠƒƧƱĎƿďǆ ĂĐ‡ĿƿďǆǕƧƠ Ĭ !ǫ‡ďƒ !ƒ KƠďǆƙƒ

‡ďƧùƮ dǆ‡ďǆ‡ơ!ƒ Ĭ ĿĵĂ ŀƿďŋ!ƒ Ŀƿďǆ ýĂơ ƠƧƣƤ!ƒ ‡ďơŬƒ ‡ďƿǫ - čč
ƽƠƱĿýďƮ ĂƙĂ ‡ùǥƒƦŬƒ ýơƒƧdǆ ƦďǆƙƬ ƠƤĂ Ĭ ƒďƿ Ĭ ƵĂĐďǆƿƠďǆhƱ
Ĭ ĐǆƧƿƤĿĂ‡ƙĬ ƙơ ‡ƒďƿĿĂƒƬ! ‡!ĂƿƒŀƧďĂ‡ơĂĿdǆ KƠŭƮ !ƒĂ KƠƮĐǆ
Ĭ ùƽƿďǆƙĬ ŊĂ ŀƧƨĂƒ ŀƦŊĵKƒƧƒƧǁ! ŀƿ‡Đ‡ďĐďǆǁ ƠŊĵĿĂ‡ďĿĂ ƻ !ƠďǆǫƤƧ
.ăƧƤĐKƒƧƨĂ Ĭ ĐďǆƠŊďǆŀ

‡ùďĐŬƒ KƠďďǆƒ ‡ùƮ ƠĬ ĿƿùdǆýďƦdǆĂ ƭ Ơ!ƒ ǫƠ!ƒ ýďŋƬƙ - čĐ
.ýdƦdǆĬ ĐďǆýƿƠƿĂďƠďƒďƿ ýƠdǆ ƽƧƠƦ ŭ!

ĿĵdǆƵùŋ ‡ƒďƿ‡ďďǆ ƠƮƙĬ ƙơ ƧƶƮ !ƒ Ʀdǆďƒďƿ‡ƒƬŀǩ ĿďǆĂŬ - čď
ýƠƽƱŬƒ Ʃ ĂùƽĿĵ ùƽ‡ďƮ Ŭƒ Ďǩƒ Ʃ ƧƷ ƻ ƿŋĵƮ ‡hýďŋďƵdǆ!ƒ ‡ƽƠƒ
.ƠƽĿĂƬďĬ Ʀƒ ‡ƒďƿ‡dǆƮ hĐƠơ ƱƠƒ ăƿďĐƿƵĂƙĂ

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Σ ùơ!ƒ Lǰıdẑ́ƨùη LẐ yηƒƨƦƒ K'Ǵ ǴǸǷǫă ƥơǫK'LǤ5ÜLǰƨǒǂ LǰǤƨǴẐĂ lƨǒǂ
Dǯƨùıhǚ́K'Ǵı|ǯǂǰ ƨǒǮĂùƦĂ ýǴǸ ƦƦ Ǘƒ ýlǴdẑ 5ł!Ǘƒ ydẑ̆ýdǾƦƒ ł5ǴǸǷĂ Ĭ LǴLǚƒ
ł5Ǵı ǫǗǒƨT!ƒ Ĭ |ǭ Ădẑ Ĭ 5lǰĂηĂdẑT Ǵẑ ł!Ǘƒ lǰƦNǰƨǴƦǴǾLǰǭ Ădẑł5ƨdẑ
LǰǴıDẐ LǰdẑLǰĂƨǒǂ ǴǰDẐǰǒdẐƒ Ĭ Ʀƒ łǒǂǫ̈ƒ K'ǴǴǗƒ ł!Ǘƒ lǰƦNǰK'DǷD||!Ʀ Ĭ !ǫ
K'ùlǰĂDẐùǒǴǦ łù ƒƨƥ LǰĂƥ Lǰdẑù!ƒ lǰƨǴıηǒẑł ǭơƦƒ DǴǷĂDDǰĂηǭ ƒ Lǰǒƒ
Ĭ ù5łDǰǚ !ƒ łù!Ǘƒ lǰƦNǰK'ƨTƦǰLǰK'ǰǚǒǴẑ Ǘǒǂ ƨT!ƒ Ĭ |ǭ Ădẑ Ĭ 5K'ƒƨǒǮǰdẑĂ
ǴǗ ǰƨ ǔǑhǴǰdẑK'Dǒẑ łηƨƥ Ĭ !ǫNǰǴǰƨǴǴǰƨǴƦǰǰłǒƨT dẑłǭǭ Ădẑ ƺ ƨùǰǰ
.lǰǭη!ƒ LǰǴ!Ǘƒ Dẑdẑ 5ǰƨıƴ Ǵ ǴǴıƴ Ă lƨǒǰT !ƒ ƺ ƨǰƒ Ĭ 5

łǒƨùT dẑł!Ǵdẑƒ ǾĂƨLǰłηĂdẐK'Ƭǰh LǰƨTƺ!ƒ Lǰ|!ƒ K'ǴǰǴǰƴ ƻ T Ʀdẑ 5Ă
ĂùNǰǴıηǰǰĂdẐ ƨT dẐK'ƒƨǴdẑ 5lƨƨłƦdẑ ƥNǰƒdẑ ƥơDLǰǤĂ ǗƨT dẑǗƨǴ Ĭ !ǫ
ǰƦùηǰ LǰǤĂ ǗǰǤTǗǰĂ DǴǰơǗƒ łǰDẐdẑýǒǰ Ʀ lƨηǰDLǰĂDẑǒ LǰǴƒ LǰǰǴƒ ƥηTdẑ
łùǒǴǴǰĂ łùǒǴǰĂ łǭ Ǵ K'ǗĂơƦK'Ǵ ǴǸǷǫLẐ ƻ TłƦ lƨǒǂ K'ǗǗƥ ƥηTdẑ
ƨĂùDǰƺ DǒK'ǴǰǴǰƴ!ƒ LǰdẑǒǷǗƒ ƻ T Lǰƒ Ĭ ǰ5Ǘă ƨT dẑ yǰĂƒ ƺ ǴǰDĬ 5ýdẑƦ
ł|ǑLdẑ !ǫƥǒǰ ƨĂhłLǰƥdẑýǒĂơƦĬ 5ýdẑƒ ƬǰĂ "ă ƥǴ ƦǰǗƒ ǾǴǴǗƒ ƨǴT K'ƒƥǴ!ƒ
DĂǒ LǰǤ Ĭ Ʀƒ lƨNǴ!ƒ || DǒǑLT!ƒ lƨǴƦ' NǰDǒƺ DǒDǴdẑT dẑǰPƒƥ ƨηǰĂ Ǘƨơ
ǗLǰǴǰýǰdẑǒǂƨ!ƒĂ łǒĂƨǗƒ ýĂƥƒ Ư ǂĂ ƨT dẑLǰhƨǴƦƒ LǰdẑĂƥơdẑƥẐ Ǵǰƴ
K'Ǵıƴ Ădẑ K'ƨùηǰ DǒTη!ƒ Ĭ 5ƨǴƒ ƨǴƦƒǰK'ƨTƦƒǰĬ Ʀƒ "łǑLT!ƒ" lƨǴƦ ydẑ
łƴ ĂdẐǴNǰ5ǗǴǰƥdẑ ƨT dẑ ƨƥĬ 5ǴǰǗhǰ 5ǴǴǗƒ Ĭ DẐƺ5ƨTdẑłǒĂƨǗƒ
ýǤùTDƨǒǮƦ Ǵǰ ƒĂƨ ǗĂDłƥơ!ƒ K'ǗơdẐK'ƥηTĂ ǗǸǷǫĂ ƨLǰ!ƒĂ LĂƦ !ƨǴ!ƒ
Ǘƥƨ ƒĂù!ƒ K'Ǵıdẑƺ!ƒ ƻ DǒǑǒ K'Ǵdẑƺ!ƒĂ ƨƒĂT !ƒ K'ǗƇDǰǷƦ ǴǸǷǴƨĂ ƨĂẑT!ƒ
ƨǒǮĬ 5ýĂdẐ DǴǷǗǰĂ ýdẑǴǰƨƥη łηǑLǴƨǰǗ łLǰƨ!ƒ łǑơDẐ !ǫǴǰƥƒƦĂ
ƪ ùPƦĬ ùƦƒ łǑùTLǰǰĂ || ĂDẐ!ƒ NǰĂDƻ DǒǑǒ łLǰ!ƒĂ Σ hǑẐĂ ýłdẑ ǑǴǰ
"ƨƥù!ǴǰǴǰdẑýùĂdẑù ǂƨdẑǰ łdẑǑǗƒ K'ǗơdẐK'dẑƨ ƥ5Ǘă ƨT dẑ LǰƒĂdẑ
"ă ƨùTƺ!ƒ" ýĂdẑǒƨT dẑłǒƨT!ƒ K'ǗłǗƒ K'dẑƨ ǗǸǷǫĂ "Ĭ hdẑ" Ă "K'NǰƦǒĂ
ǰẑƦK'ǗǴǰ Ĭ !ǫłǒƨT dẑ YƨƒĂT!ƒ K'!ĂơƦ ƥ5ǗΣ hǗdẑ ǴǴǗłǒdẑǑ!ƒĂ ýĂǰ"Ă
.Σ hǑẐĬ 5Ɣ ƺT!ƒ ǰƦNǰK'ƒƥǴ Ĭ !ǫĬ dƦǰǗ Ĭ Ʀƒ K'Ǵı Ădẑ ýǤTDýƺ Ĭ ƺDẐdẑ

Lǰdẑƨǒǂ K'Ǵdẑ K'ƥƨĂ lƥƨƒĂƒ Σ hǗdẑ ydẑ ǗƔ ǒ|!ƒ Ĭ ıƴ Ǵdẑ Ĭ !ǫǴƥẐ ǰƦǫĂ
Ĭ T Ǵ ýĂơƦhǴǰƦǫK'LǤ ƨNǴdẑ lǰƦNǰýƺ .łǂƨdẑǰĂ łǒĂƨǗƒ K'ǭ Ǵ!ƒ ǑƒƒƨT
.ƨT Ǵǰƒ ƥǰǒ łǂƒƨƦTƒ LẐ ǗǴǰhłǂǗηƦ Ǘƒ K'ǴǴǴǗƒ ĂơLă ƥǴ Ʀƒ

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ĂďƐƚƌĂĐƚ

ƉƌŽƉŽƐĞĚ ĂƉƉƌŽĂĐŚ

ƚŚĞ ĂƵƚŚŽƌƐ ĂŶĚ ƚŚĞ ĂďƐƚƌĂĐƚ **:S DK ƉĂŐĞ ϮϬ**

ƚŚĞ ĂƵƚŚŽƌƐ ŽĨ ƚŚĞ **:S ϭϬ ƉĂŐĞ ϮϬ**

KƌŝŐŝŶĂů ƉĂƉĞƌ :ƚŚĞ ĂƵƚŚŽƌƐ ĂŶĚ ƚŚĞ ƚŝƚůĞ **:UG ƉĂŐĞ ϮϬ**

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Ǵŕŋĳģž Lǵĳžő ÜĳǵŖǴ ƚőǫǫơ K'ǴǴƚTǫýǶdžĭ Ŗĳ K'ŰǴƚǴŖĳ || ĐŽ ĐŽ ƚǴǵů!
ĺƧŅǴĭ Ü Üĺ ƧŅǴ!ĳ ýǫĐŽ ǴǴǺǴ Üƚ !Ǵĳ ĐǴ!ĳ Ĭ 5ƭ ƤŰĳ Ĭ ĐŽǺ ĐǴ!ĳ ɣǺƶT ǴǴǫƊ
Ǵŕŋǫǔ ŽǺ Ĭ ù 5ƧŖĳ ǺĐă ƧPǴĭ ǵŖĳ || ůŋŗ Űĳ ƚ 5ǴǺ Ĭ Ņĳ ǫŋ ǫŋ YǺLĳLĳdž 5ǴǺ ĺǫǴ
ƚőŁǴĳ ƽǫơŖ ĐǴ!ĳ ɣǺƶT ýǂ Ņǵǫ Ĭ ƶ[ƙ ƻ ǫŅĳ Ņĳ Ŗĳ ƚŽǴǴ ǫŰĳ ƚőŁǴĳ ƚőr |hu
:Uʼ ƧƶLĴ ĐŽǴǴǺ ƧTŀǫƚőŁǴǺ ƚĐǮǺdž

.ƚőŁǴĳǺ || ůŋŗ Űĳ ƚ 5ǴǺ ɦ ƚ [Ǵ K'ǴǴƚTǫǺ ĺƧǴdž K'ŰǴƚǴŖĳ-
.ǴǴǺdž dǺ ǴǴǴdž 5 || ůŋŗ Űĳ ƚ 5ǴǺ
.ƚŽǴǴǫ Űĳ ƚőŁǴǺ Ƨ[dž ĐŽƶǂƧŖĳ ydžőĐŽǴǺ ƚőŁǴ!ĳ Lǫh || ůŋŗ Űĳ ƚ 5ǴǺ
ƧPǴĭ ǵŖĳǺ Ŏƚůŋŗ Űĳ ĺĳƧT!ĳ Ĭ dǴĳ ĺƧŅǴ Ĭ ĐŽǴǴǴǺ Ƨ[dž 5ƚdžŰĳ ƧŅǴdž
. ƻ ĐǴǴǺ ƚőŁǴĳ ƚőr |hŅǫǔ ŽǺ
.Ŏƚůŋŗ Űĳ yǴǫdž ƚ 5ǴǺ ĐŽ ŽŰĳ-
. ƚ [ĐǴ dž ǫ Ǵ[K'ƒƧǴǴĳ-

ɣǴĐŽ[ƚ ǴŅĳ|ŅǫĹ ÜĐƚ :ÜŅĳ

:Ĭ ĐŽǴǴ5 ĺĳ Ǵǫ Lǂ dŽǴdŽ r ƙ ƧTŀǫ ĺǴ ɣǺĐǺ Ƨ[Ǵdž yǫǺĳ ýǫĐŽu

ĺƧǺ[h ǂ ůŋŗ Űĳ ƚƶ Lĳ K'ǫǴƙ ƚǴǴǺĳ ǴǴǴƙǺ ĐŽĳ ƚdǺƶ ýU Ĭ 5 č
ĺĳǴ Ĭ ĐŽƧǺƙ ƚőĐŽ ĺƧŅǴ Ĭ !ǫǺ Ĭ r Ƨdĳ ǺĐŽ !ǫ || ůŋŗ Űĳ ýǺƙǺ Üƚơr ƒǺ
. ɣǺƶT!ĳ
ŅǫTƙ Ņĳ!Ǵ Ĭ !ǫ Üǵĳ ƚĐŽǺ ÜǴǴĳ ǴǴŖƙ ƚőĐŽ Lĳdž || ůŋŗ Űĳ ýǺƙ Đ
ƚƧǴǴPĳ ƚ 5ǴǺ LĳdžĐŽ h ƧTŀǫ Ĭ ĐŽ r Ǻƻǫdž 5ǴǺ LƷ Ƨhƙ K'ơŅǴ Đƚ ǫơ ÜLǴǴǴĳ
. yǴǫdž ǴǴ ! ŅǴƧƒƧdž ƒǺ ÜǴǴŰĳ ĺǫǴǫýŋĐLĳdžǫŰ|Ƶ ƧǴǴdž yr Pƙ
ƚLǴdž ƶdž LƷ ƧhǴ ǴǫĐƚ ǫơ ŅĳŖ ǫơ Ĭ 5ƻ ǫŅĳ !ǫ || ůŋŗ Űĳ ýǺƙ dʼ
ǴĳĳLĳǺ .ŅǴǴdž ǴǴǫĐLĳhŅǴdž ǫƶ ǫƶĳ ă ǫ || ůŋŗ Űĳ ǫƶ ǴǴĐǴ ƤT!ĳ
. ƧPǴǴǴǴŖƶĳ ă Ŗĳ Ŏƚůŋŗ Űĳ ƟǺdžĳ ǫƶ
ĺƧǫù |hýù hÜǴŕŋǫǺŋ Ĭ ù 5ƚĐŽdž ƚőǫơ!ĳ Ǵǵǫh Ű ƚƶĐǮ ƚdž ǫǫơƙ Đ
LƷ Lǔ ŽŰĳ ǴŅǫ ƽ || ĐǮdž ă ǫ ƽ ǺTƙǺ ɣ ǭ Ƨƙ ƚ 5ǴǺ Ĭ !ǫ ǴǴĐŽ ƙ Ĭ ĐŽǴǴLǴĳ
. ǴǴŖ ƚƶĐǮ LĳdžĐǴ ƚƶĐǮ
Lǫů hǺ ÜĐǺ |ƙdž ĐǴ!ĳ ýǺǫ Ĭ 5ƚǂ ůŋŗ Űĳ ƚƶ Lĳ Lǫh Ƨǂ ƽ ƧǴ || ǴĳĳĐ
ƚǴĳ Ǵǵǫh ÜőŁǴĳ ǴǴ Ĭ 5ýdžƙ Ĭ !ǺÜǴǴĳ ǺǴƙ ýǫŰĳ ĐǴ!ĳ ýǺǫ Ĭ 5 || ůŋŗ Űĳ

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[illegible] Consumerism [illegible]

[illegible] Communicators [illegible]

[illegible] High – Mass Culture [illegible]

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Ƨ ợǂ ǀƐÜΤ ǂƐ

(*)ħŎƊǂǂŇǰǥƩǂƐ5ĭŇǰǂ

Ňǰŏǥ Ƨŏû ΤƊ ǈƊ ɣơ ƊǤǂ+ǂǂƒ ƺŏǞ ƙ ǈǂ ǂǂǂ ǂǂŽ Ɗǂ ďǞ Τ ƺŏǞ ƙƒ +ǂǂ
+ù ǂǂ +ù ŏǂǂƒ Ƙ ǂǂ ďǂ ý+Ă ǖ Ƨ[ďǂ ýď ďǂ Ĭ 5ƺŏǞ ƙƒ +ǂǂ ǈƊ ǍŇ ǰǂǂ
ǈǞù +ƙ ǈƊ|| ǂ ďǂ ǂǂ Ă[Ĭ 5ǂǂ Ă Ü ƺŏǞ ƙƒ Ă Ŭǂǂƒ ǈǂ ǂƧƙ Ŭ Ü ǂ ďž
+ù ŏǂǂ 2 ǂ Ă Ŭǂǂƒ ƺǈ ǂ ƺŏǞ ƙƒ 2 ƊǂǈǤ. Ŭǂǂƒ ǈǂ ŋ !Ă +ŏǂ ƊǂǂǤ Ƨ+Ɗ
Ƙù [ŏ Ǥ ǂǂ! 2 ù Ɗǂ ǂǂ ǈǂ Ƨ+ +ŏƣ ǈǂ Ňǰ. Σ ǖ5ǂ Ă ǂ+ǂ Ĭ !ǥ ă ǂǂ Ă
Ƨù ŏďǂ Ƣ ǂǂƒ ƨǂ Ǘ +ŏ Ă ƣ +Ɗǂƒ ǈƨǤ Ǘƒ ǂŇ ǈƊ ǖǥ Ü Ăƒ ǂŇ ǰ Ăƣ Ă ďž
Ɗǂ ǀƙƒ ǈǂ ŏ ďž ŋ ǂ Ĭ Ɗǂ 5ǂǂ ƺŏǞ ƙ 5 ǂƊ Ĭ ǂǂ ƺŏǞ ƙ Ă +ǂǂ ƺŏǞ ƙ ǈǂ
Üǂ ƧǤ ŏ +ǂǂ ƺŏǞ ƙǂƒ ǂ! . ýƊǂ Ĭ ǂǂ ƺŏǞ ƙ 2 Ɗǂ ǈƨ ŏ ďǂ +ŋ ǂ ýǂ ďž
Ɵǖù [!Ǥǂ ŋ ù ďž ĕđ Ď Ɗǂ Ă ŏ Ă ŏ Ĭ 5ǂ ă ǂ Ɗǂ! Ɗǂ ǈǈƊ|| !ƙ Ĭ 5ɣ ǂ!ƒ Ă
ǈƊ ù ǂ ǂ ǂ ă ǂ Ɵǖ[!ƒ Ĭ 5Σ ǂ Ă +ŏ Ŭƒ || ǂ ǂ 5ǈǂǂ ŏ 2 Ă Ĭ ǀǂ !ƒ Ňǂ ǈƊ|| Ƨǂ Ɗ
ǂǤ Ƨ Ŭƒ " ǈƨ Ă Ǥ ǂ: +ǂ Ƨ ƒ +ŏǂ Ĭ 5ǂ ǂ ǈƨ Ă Ƨ ǂ ƙ ǂ Ă Ü ǈǂ +ǂ ďž ƙ ŏ
.'Ĭ ďǂ!ƒ

ǈǂ ďǂ ù ǂ Ǘ (+ù ďǂ +5[ħƺŏǞ ƙ ă ƊǍƊ Ĭ ǂǂƒ ƺŏǞ ƙƒ ǈǂ + ǂǂ ǈǰ ƙ Ă
. Ňǂǂ +|ǂ !ƒ ƺǞ !ƒ Ƙ ǂƧ ħ Ǘǥ Ŭǂǂ ǈǂ + ǂ Ü Ă Ŭǂǂƒ Ĭ !ǥ ǂ ŏ Ƨ Ǘƒ
ƺħ[Ǥ ǂ Ă . Ňǂ Ƨ Ă Ňǂ Ă Ňǂǂ Ă ƺǞ !Ǥ ž Ă Ĭ Ɗǂ Ňǂ ǈǂ ŏ ǈƊ ǂ 5
+ù ǂǂ Ň ù ǈǂ ž Ă ǂ Ǥ ž ŏƣ Ĭ ž Ă Ǎ ǰ ƺǞ !Ǥ ă Ƨ[ďǂ Ňǂ Ĭ ž Ă Ƨ+ǂ
Ƙ ƒƧù |!ƒ ǂ ù ž ħ ù !Ă ǂ ǈƊ +ǂ Ǥ ǂ 5|| !ƙ ýď . +!Ăƒ ǍŇ Ƨ+ƙ ď Ă Ƨ+ Ŭƒ
Ĭ ù 5ƺǞ !ƒ Ĭ Ɗǂ Ƙ ƣ Ƨ5Ă Ü ǂƊ ý+! Ƨ+ Ŭƒ Ňǂ ďǂ Ƙ Ƨ Ǥ ĕĒĕ Ɗǂ +ǂ ƧƘ Ŭƒ
ýƊ !ƒ ă Ă [ǖ ǂ ù ħ Σ Ǥ ƒ ǂ ŏ Ɗž ŏ Ŭ Ƙ Ǥ Ǥ Ŭƒ Ă ýħ ƺ Ă Ŭƒ Ƨ Ǥ Ŭƒ ýƱ
Ĭ ù 5ƺ Ă [!ƒ +5 ž ďž !Ă ƒ Ɗǂ ƒ Ɗž Σ +ž Ĭ Ɗž .ǂ Ƨ !ƒ +ħ ǂ Ă +ħ ǂ
ƧƒƧ Ŭ ƣ Ŭ Ă Ǥ ǂ ǈǂ ž Ƨ Ǥ Ŭƒ Ĭ Ɗž ǂ ž ď ǂ ǂƒ ǂ Ǥ ž ýƊ ý+! Ǥ ǂ Ǥ
Ĭ ž Ă ù !ƒ ǂŇǰ Ƙ Ɗž Ă Ŭ ǂ Τ Ǥ Ă +ǂƒ ƺǞ ħ Ƙ ž Ă Ǥ ǂ Ü ǈǂ Ɗǂ ďǂ ɣ ǈǂ ǈǂ ďž
Ǥ ǈŇǰ +ǂ Ɗ ǂ ďǂ +!Ăƒ Ĭ ž Ă . Ňǂ[ƒ Ăďǂ ǂ Ă Ĭ ǂƒ Ǥ Ǥ 2 ǂ ǂ Ž ǂ ďž

(*) [illegible]

Lǉdžǒǒ2!ƒ Ɖƒƒƀ ǗƱƮǬǮ ƇƓƴ 5Ǐ 5ƾ ƊǒǯƓǰ ƝƙǤǮ || !Ʀ LǕ ƟǍƵ Ǎƒ ƥǒƥƬ ƾ Ǟ !Ɠǎ
.Ɲǰǩ LǉdžǮƋǻ ƾ Ǟ ǄǮǍ5
Ɣ ƔƺƬ!ƒ ǍǊƾ Ǟ !ƒǍ

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(*) [illegible]

NğĂù TR +ù DŽŽ5+ǒcĬ !ǫÜ ǒdŽźƒ +LǫǒnƒƒýƲ Ĭ 5+ǎ+ǔnƃ Ǘƒ +5ǴĂƒ ýĂoƙĂ
ƨ+ƒƧdŽNƗƥĂɳk ƓdǏ !ǫƧƲLǒŊNƙǫdžƧǭ || DɲǬdǏ !ǫLǴLǗƒ ýĂoƙĂ ÜƥǒɸDŽĬ Lƚƥ
Ĭ dǴz!ƒ ăĂƦdǯĬ DŽŽ|| ǔnƃ Ǘƒ Lƥơ LƥǴƺ ýɳDLǫdǯǴŎǑ ƧĂƠƙ ýDŽLǫdǯDǴƒ
.(čdĐ Ǘčdď :čěěě Ǘǎ ƨǴƥơ ăƥɳdžƥdžD)

+ǒu ƿ Lǫdǯ Lǵɳ Ĭ DŽŽĂu !ƒ ƇƇǫĬ !ǫ+ oŀƥ ƻ ƥǹ+|ŀƙ!ƒ KǴDŎǯdž LǫdǍ
ƦǫŸ|| ǔnƃǔƪ Ǘƒ +ƪ ƒƧƥ+ƛoƓƥ DǴǍƒ ƧǴǫĬ 5|| !ƦĂ Üǎ+ǔnƃ Ǘƒ +5ǴĂƒĂ +dǍz!ƒ
+ù5ǴĂƒĂ || ǔnƃǔƪ Ǘƒ LƵ ă ƧɳDƨŀǬ + oŀ ýdǯdǯĬ Lǵƒ Ƨǒ|Ʀƒ +ƿĂƒ lƚƦNƥzk
KĐTLǫdǯ lƚǴɳk+ù ƥǒɸDŽ+ǎ+ǔnƃ Ǘƒ KĐTLǫdǯ ýz5ƥƧ +ƪ ƒƧƥ ƻ ƥnƃ ƒ ÜƥǒɸDŽ
KƮƧ ƒƦù ! .(čěěě Üƥǒdžƒƥz ýǴdǯ +dǍz!ƒ Ǵƥu Ƨ5Ĭ Ʀƒ +ƛoƦ dǯ+ǎ+ǔnƃ Ǘƒ
Lǫdǯ ƧƠPǗƒ +LĂǗƒ Ĭ 5ǴǫdǯƦɳdǏ 5NǫoǔLǵdǯǴǔƠƒƚǗNƥƥ ƓdǯǴƦƪ ƒ +ƛoƓƥ
Lƥùz dǯ KǴƧù T!ƒ yùlƙĬ Ʀƒ +ƛoƦ dǯ+ǎ+ǔnƃ Ǘƒ KĐTLǫdǯ Lǫdǯƥz!ƒ ƟƙƧ
.+ǒƧù Ʈ dǯƧǴǍǔƪ ƒ KǴƧT ǴƥǫdǍ Üǎ+ǒƧdǯƒ KǴƧT!ƒ Ǵƥǫdǯdǯ 5Ă ÜKǴƪ Lɳ!ƒ
ýɳDLǫdǯ KǴǑĆ ƦPƙĂ ÜǒƧƮ dǯ+5ǴĂƒ Ĭ 5+5Ăƌdǯ ƧǭƟdǔdǯ KĐTLǫdǯ || ƦŽǒƙĂ
.ǴǍoL+ɳĂdǯǎ+ǔnƃ ƒ +5ǴĂ ýǎ+Tk

Ư Ƨùƹk +ù dǍz!ƒ LDǴNƥdǯǒ ǒƧ +ǒu ƿ || DŽ5+ oŀƥ ƧĂƥ ǴNǫLǫdǍ
ǴƵĂƧ5ǗǴƙǔ! +ùǒdǯƒ KǴƧù T!ƒ ƟǴƙƧ ǴƥǫdǯKǴǑ Lƥƶ ýǔP LǫdǯǴƙƪdǯNǫ
+ù5ǴĂƒ ơƪ ƧkĂDƔ Ʀɳ! KǴǑ Lƥƶ Üǎ ƧPǗƒ Ĭ NǫÜKĐTLǫdǯ || DŽPƙĂ ÜǴƥĐTLǫdǯ
KĐTLǫdǯ || DŽoLNƚƙdǯ Ǵƥǫdǯ 5ǴĂƒ || DŽLǒƥdǯ ĂƧu ƧɳǫkǴNǫĂ .+ǎ+ǔnƃ Ǘƒ
.ǗĂƥdǯ ǴƥǫdǍ+ǒƥɸDŽ KĐTLǫdǯ ĂoLNƚƙdǯ ǴƥǫdǍ

:+ǒǗƒ KǗƠǴƦƒ LƵ +ƙǴǗƒ Ĭ !ǫ+ oŀƥ Ĭ ƶƪ ǒƒƦɳĂ

Ƕ+ƛoƦ dǯ+ǎ+ǔnƃ Ǘƒ KĐTLǫdǯ ý+T Ǵƶč
Ƕ+ǎ+ǔnƃ Ǘƒ +5ǴĂƒ ƔƦɳ! ǴƙPƙĬ Ʀƒ KǴǗƒ ǴƶĐ
ǶKĐTLǫdǯ || DŽǴƠPƙ LƥƦƒ Lǫdžď
ǶKĐTLǫdǯ || DŽǴƙ+ǎ+ǔnƃ Ǘƒ +5ǴĂƒ ýz5ƥƧ ǴƶĐ

ĂÜǴƥǴǯǔƚƥudǴƥƑÜĒ

nƥudǴƥƑÜĒ

+ù5ƨdǯ LǫdǯĂLƒƒƦNǫLD|| ǔnƃ ǔ! +ǒƧǴƙǗƒ +ƪ ƒƧƥǴLĂǬdǯ ăƧǒ

(Michael Rayne & Others, 1996, 116)

Neo-Tribe

Life Style

[illegible]

[illegible] (Alan Ward, 1994, 58 : 60).

[illegible] (Grant [illegible]
Mc Carken, 1990, 67).

[illegible]

[illegible]

(Michael Rayne & Others, 1996, 116)

[illegible]

(Grant Mc Carken, 1990, xi)

[illegible]

(Gill Valentine, 1999 : 793)

(Alan Ward, 2000)

ƨù‡ƧƙƘ ƓǉǶǀ Ǐ Ʊ̦ ǍƭǺ ƓƋǮ ǬƒƧƬ!ƒ ǎ ǍŖ Ǉǆǈ ǲ NǗ ŏ Ǚ ǬƤơ Ǐ ơǂ ǕƧ Ʈ Ǉj
Ƨù Ʈ Ǉǂ ǈǭǆǯ ơ ƧƓƤƒ ƉǴǇǈǯǍ.ƧǶǍǂ ǂǈǭǆǯ 5ǂ ŏǮƧƙƒ ƘƉ Ǉǆǯ ɣ Ɖ
ǂǕǂü ǿ Ǚƒ ƘƉ Ǉǆǯ ƧƓƤƒ Ǐ 5Ǐ ƵǍƧ ƥǍ.ǂ ơǶƉǮ ǭƧȝƞ ǇǮǆǯ ǕǶǍǂ ƉĒǍ
– ǎ ƧǴƞƙǮ Ǎù Ʈ Ƙ– ƉǴƵƱ) ǂ ǖǼ ǂǕǂü ǿ Ǚƒ ƘǗǆǯ Ǐ 5ƓǉƧƥǂ ƥơƦ ǆǯ
ƧƓƵǗƒ Ǐ 5ƦƤǗƒ ƴǆǯ!Ɠ ǂ Ʈ ƒƧƥǂ ƴǴǆǯǂ Ǐ 5ƖƬǇǆǯ ƧƓƤƒ Ǐ ƵǍƧ Ɠǯ.(NǯƘ
ƒŔù ƞǉǍ.ǂ ƞǴƬǆǯ ƘƉ Ǉǆǯ ƉǮǬƒǗƒ ǂǮƦƒ ǍƉƳǍƧƺƒ ƘƉ Ǉǆǯ Ư ƵƕƮ ƒƧƥ Ǵ ŏƉ
:Ǐ ƉǮǴǯ ơǶ ƴǆǯ

.ƘNǯƘǶƱ ǂƓǂ ǕƥƓǍǂƓǯƉǮƱ ƒ ƴǴǆǯ 5

.ƴǍǆNǶƱ ǗǍǆNǰ ǗǍǆǯƮ !ƒ :(ƘǗǍǆǯ) ǎ ƧǴƦƒ ƺ ŏƦ Ʀƒ ƴǴǆǯ 5

.ƒǗ ƧƥǍ ǗƥǗ || ŏƞǆǯ ƧƓǆǯƥ :NǯƦƒ ƴǴǆǯ 5

|| ù ƉǮǇǆǮǬƒǍ ǇǭƒǗƒ ǇǍǍƮ ǆǯ Ư ƵƉǯŏǂ ơǶƉǍ ƧƬǶƥ ƴǴǆǯ ǇǴǍ
ǎ ƧùƬǶƥ ƴǴƞǆǯ ƳǍǇƒŔƞǍ.ƓǆƉǮƒƧǆǯ || ƉǮ ǆǯ ƧǍƞǆǯ || !ǂǍ ǗƘƉǇǆǯ
ǗùǂƦƱ!ƒ ǬƒƧùƬ!ƒ ǗƳǍǇ ǗƮ ƉǮǍ) ǂǈƓǆǯ ƵƓƞƒ ƘƓǽ Ǉǆǯƒƺ5ƉƴǆǮ
.(ơǀ...ǂǕƧȝƞ!ƒ ƺƱƓǆǯ

Ǉǆ Ƶ ƴƨùƵǆǮǍƒ ƥƵ ŏ Ɖǎ Ʀƒ Ǘ ƞǍǍǍǼǗƒ ǈƞǆǯ Ǐ ƉǮ ơǶ ƥǆƵƒǍ
ǂù5ƵǆǍ Ǘù5ƓǍǂ|ƉǮǆǯǂ Ʈ Ɠ ǗNǂ‡ƬǆǍ ƖƧNǍƲǍ Ǐ ƵƓƞǗƒ ƴǍƒ ƓǴ ƥ
ƘƒƧù ǍƘǆǯ ƴƲ Ǐ 5ƓǍǂNǇ ƉǮƲƓ!ƒ ƘƓǆǍ ƓƘƓǍǂǆǯ ƉǮƲƉƱ Ǐ Ʀƒ ƘƒƧǆƦƒ
ǗƲơǗǆǯ ǈƞǆǯ ƒŔNɣ ŏƓǍ ƺ ƧƱ ƴǗƤ Ǉǆǯ ŏƒƥǆǯ ƖƓǆǯ ƴǆǯ ƉǍ.ǂ ŏǆǯƒ
ƘƉ Ǉǆǯ ǮƓ ǂ Ʈ ƒƧƥ ƘǆǯƖƧƓ Ǐ 5Ǎ.(ơǀ... ǇǍƧƓƤǗƒǍ Ǘ‡ƧƓ ǆǯǂ Ʋ ơǗ ǆǯǍ
Ɠǉù ƞ ƘƓ ǆǍ ǗƓƞƒƥƲǍǍ ƖǆƬǇǆǯ ƴù‡ŏNǂ ŏ Ǉǆǯ ƓǍǀ ƖƧƓǗƒ Ƙ|Ƥ Ǐ Ʀƒ
ǗǇƥǍù ơǆǯ ù!ƞƉǯ ƴŏƥ ƺ ŏƱ Ǉǯ ǂǈƒƥǆǯ ƖƓǆǯ ƴǆǯ ƉǍ.ơǀ... ǇǂƉǮǆǆǯ
...ǇƒƥƧƘǆǯǂ5ƓǂǗƱƓǇƒ Ǘ ŏƧƒǗƒ ǂǮƦƒ ǗƖƬǇǆǯ ơƥƧƘ ƘƉ Ǉǆǯ Ɠ :ƴǍǗƒ
|| ǖƞǆù Ʈ Ǘƒ ǗNƦƓǂ ǗƒƥƧƦƒ ɣ ƓƲƉ ƘƉ Ǉǆǯ || ƉǮ ƉǮǇǍƒƥƧƘǆǯ:Ǐ ǇƓƒǍ Ǘơǀ
Ư ùƵǶǇǍǆǯƲ ǆǯù ŏƉǮƉǯƘ ƺ Ƥ Ɠǆǯ !ǂ5Ǵ ƞ.(ơǀ...ƖƬǇǆǯ ǗƧƓǍ ƴƤƒƥ
.|| !Ŗ Ǐ !ƞƓǍǂ ŏǍƧ5ƦǮǍǂ ŏƧǍƒ ƘǴǆƵǗƒ

ǂŏǆǇ ƘơƉƉƉ ƧŏƓ Ǉǆǯ ŏǶǗǆƓ ǆƵ Ǐ ǇƒŏǆǯǂơǶƥ ƖƧ5ƘƥƵƦ ƒǍ
ƴǍù Ʈ 5Ƨùǂ) ǂƉǯ ǂǕǂü ƒ ƖƧǍƥ ƖƧƘƒ ƘƉǮǂ ŏǶǗƉǯƒ Σ ƺǇǇǆǯƧǶŏƥ

.(ơļǫ…Kƒƨ Ǥ̋ĳŪƒĂ ŧ ǂƥǤ!ƒ KĢǺŪƒĂ ŧ Ɫĳ!ƒ

KΘǪǦ ƛ ǯ Ŧdž

Ĭ !ǫŧ oŀǂ ƝƦǨ ĿƉ ʐĿǩ Ǜ ǭǂ ǔ ųnŗ Ǖƒ ŧ 5ǤǺƒĂ ŧ dǍǶ!ƒ ŧ ŏu ƿ ϴ ƧƱ Ŀ ǳ ǆ ǵǽ ŭ Ʊ Ŀƒĳ
.ŧ ù dǍǶ!ƒ ŧ ù ŏ c: ŧ ǂ ǔ ųnŗ Ǖƒ ŧ 5ǤǺƒ Ĭ !ǫ Ǥ ĳ ǳ ƴ ǍŪƒ Ư Ƨ ƶŏ Ǚ ǭ Ǥ ƊƧ ǍǤ dž ƛ ŭƛ
ŧ ù 5ǤǺƒ Ʀ ƲPƘ ŧ ŏǤ ĺǚ Ʈ ƻ ŧ ù ǂ Ȥ dĎŪ ù ŏ Ȥ ǖ ƖƧƝ ǯ ǂ ŧ dǍǶ!ƒ ƭ ŏƤ Ƭk Ɗ ǯ Ɲǯ Ă
:ŧ ƛ ƥ oŖ ǳ ǯ ŧ ǂ ǔ ųnŗ Ǖƒ KĐƬ Ŀ ǳ ǯ :Ĭ ĿǤƒ ƧĂo dǯ Ă .ŧ Ŀ ǳ ǔ ĳƒ Ư Ƨ ǃ ŧ ŏ Ǝ ŧ ǂ ǔ ųnŗ Ǖƒ
ý ǂ ùƬ ýĂǤ Ŀ Ǩ Ŀ ǂ ŏ ơ Ǚ ŏ ư |!ƒ Ŀ ǳ ǆ Ŀ ƒ Ă ɳ Σ ǳ Ɖ ǯ Ŀ Ɗ ýĂǤ Ŀ Ɲǯ Ă ǕK ǤŪƒĂ ý ǂ Ƭ!ƒ
ƧĂ ù o ǳ ǯ Ɗ ǯ Ƥ Ŀ Ɗ ƛ Ŀ ǂ Ɗ ǯ ǳ ǯ ɣ Ǥ Ŗ Ǖ ǤŖƤƘ Ĭ Ŗƒ KǤ ŪƒĂ ŧ ƛ ƥ oŖ ǳ ǯ KĐƬ Ŀ ǳ ǯ
ŧ ù Ʈ Ɗ ǯ ǳ ƝǤ Ŗ Ŀ ǰ Ƨ ŏ Ƥ ŪƒĂ ŧ !Ǥƒ ƧĂo dǯ Ǥ ǳ KĐƬ Ŀ ǳ ǯ || Ɗ ǳ ǯ ǰ Ǥ Ƙ Ŀ ǳ ǯ 5ƨ ǳ ǯ
ŧ ǒ u ư ƿ ϴ Ƨ ù Ʊ Ŀ ǳ ǯ ŏ ƶ Ƨ ǯ Ǥ Ǥ |!ƒĂ ƝƦǨ!ƒ Ɗ ǯ Ư Ƨ Ŗ Ŀ ǂ ŏ ơ Ǚ ŏ Ɲ ǯ ǳ ǯ ŏ Ƨ Ă
.ŧ ŏ Ɲ ǯ ǳ ǯ ŏ Ƨ Ƥ Ɲ ǯ ǦƤ ĿĂ Ǜ ǂ ǔ ųnŗ Ǖƒ ŧ 5ǤǺƒĂ ŧ dǍǶ!ƒ

ƕ Ɗ ǯ Ǌ Ɲ Ǧ ƕ ǰ Ɗ: ƕ ĳ ǖ Ɲ ǳ Ǘ ƕ ǳ 5Ɽ Ǩ :ŭ Ɲ Ǐ ƥ Ɲǯ Ɗ ǯ Ž

ƊǤ!ƒ ǎ Ă Ŗ ǳ ǯ Ɗ ǯ Ŀ ƥ ǂ ƶ ŧ ŏ Ɗ ǯ ǯ ƒ ĂƤ Ĭ 5ǎ ƻ ŋ ŏ ŧ ǂ ƥ o!ƒĂ KǤ ǵ Ʈ Ŗƒ ƥ Ʒ Ʀ ǳ ǯ
Ɗ ǳ ǯ !ƒ Ǥ ƝƤ Ʈ Ǥ ƶ ƻ ƻ ǯ ŏ ý ƕ ǖ ĹƬ!ƒ ŧ ƛ ƥ ơ ƖƧƝ ǯ Ǥ ĳ ƊƤ |!Ʀ Ĭ Ŀ ǯ ŏ ǕĂ .ŧ dǍǶ!ƒ Ŀ Ɽ
ŧ ù ŏ ɳ ĂĂ ǂ Ŗƒ KƒƧ Ă ù Ʊ Ŗƒ ɣ ƕ ǖ Ʈ ƕ Ŀ Ǖƒ Ĭ Ɗ ǯ ǂ Ƭ ƕ K ƻ ƞ ŀ Ǥ ĳ ǂ Ă Ǖ Ŀ Ă ƻ ƿ ƥ Ʒ Ʀ ǳ ǯ
K ƥ Ʒ Ʀ ǫ Ǚ ŏ dǶ!ƒ ƻ ǂ ƒ Ŀ ƥ ŋ Ɗ Ĭ Ɗ ǯ Ǥ ĳ Ǖ Ư Ƨ ǯ ƖƧƝ ǯ ǂ K ơ Ȣ ƻ ƊĂ .ŧ ŏ Ǥ ŖǕƒĂ
ƥ Ǥ ƶ ǕƒĂ Ɗ ǯ ǔ ŋ ǳ ǯ ƥ ù ǂ ƥ o K ý ù ɳ Ɗ Ŀ ǳ ǯ K ƒ Ă ƥ !ƒĂ Kƒƨ Ɗ ǯ ǳ ǯ Ŀ ǳ ǯ ƥ ǯ !ƒ Ǥ ĳ Ƭ Ĭ 5
Ǥ Ǥ ǳ ǯ Ư ƶ ǎ ƥ ƻ ĂǤ ǳ ǯ Ɩ Ƨ ǯ Ĭ !ǫ ƥ ǯ Ǘ ǳ ǯ Ɗ Ǥ ǯ Ǖƒ Ʀ Ɲǎ ƥ Ɗ ƥ Ă .KǤ ǯ ƥ Ŗƒ Ă
Ǥ ǳ ǯ ĂƊǕ ŧ ŏ ǳ ǯ ǫ ŧ ƶ Ʈ " ĂƊǕ ŏ ǂ 5ŧ ɳ Ă ǳ ǯ !ǫ ŧ dǍǶ!ƒ ýĂ o Ƙ ĿƊ Ŀ ǳ ǯ ƥ Ʈ Ǥ ǳ ǯ
ŧ ù ŏ ƧƱ!ƒ KǤ ǳ ǯ ǦǕƒ Ŀ Ǝ Ƨ ǳ Ɗ ǯ ƥ Ă ǳ ǎ Ɗ ǎ ƶ ǂ 5ɣ ƶ Ɗ ǯ Ŀ Ǻ Ŗ Ʀ Ă Ƨ ƥ Ǥ Ǻ Ƨ ý ǥ
Ǖ Ŀ Ă ù ù Ʈ Ʀ Ă Ƨ ƥ ù !ǤǺ Ƨ) ŧ ù ŏ ɳ Ă Ă ǂ ƥ Ǖƒ K ŭ ŏ ư Ɽ Ɗ Ǝ Ư Ƨ Ƶ Ă ŧ ǂ Ʈ ǳ ǯ ŧ ŏ Ƶ Ǥ ǯ ɳ ŪƒĂ
ƥ ƥ ŏ Ǥ ǳ ǯ dǍǶ!ƒ ƫ Ǖ KĂ Ʈ Ă Ŀ Ă Ŗ Ƨ Ʀ 5 || Ǥ ǳ ǯ Ŀ ǳ ǯ ǂ Ƨ ƕ Ǥ ƒ Ǥ ǯ .(čĚ : ĎČČČ
ýĂ u ơ KƧƒ ƥ Ĭ ù Ŗƒ KǤ ƥ Ǥ ǳ ǯ Ĭ Ɗ ǯ K Ʈ ŧ ɳ Ŀ Ĭ Ɲ Ǖ ŏ Ǥ Ŀ Ǖƒ Ɗ ǯ Ĭ 5 Ŀ ƶ ŏ Ƙ
Ɗ ǯ Ĭ Ŗƒ "ŧ ǳ ǯ ƒ" Ĭ Ɲ Ǖ 5ǤǺƒĂ Ĭ Ƶ Ǥ ǯ ɳ Ǖƒ Ƨ ǭ Ŗƒ Ɗ ǯ Ĭ 5ŧ ƛ ƥ o!ƒ ƥ ƕ Ǥ Ǻ ŧ ƛ ƥ o!ƒ
.(ď : ĎČČČ Ǚ Ǖ KĂ Ʈ Ă Ŀ Ă Ŗ Ƨ Ʀ 5 || ŏ ǳ ǯ ŧ ŏ Ƶ Ǥ ǯ ɳ Ǖƒ ŧ ŏ Ʊ Ŀƒ Ǥ ǳ ǯ

Ư Ƨ ŏ Ǖ Ŀ Ʈ Ŀ ƒ ýǕP Ŀ ǳ ǯ dǍǶ!ƒ ƭ ŏƤ Ƭk ŧ !ĂǤ dž !ǫ ƧĂo dǯ ƒ ƦƝ Ʀ ƥ ɳ Ă
ŧ ǂ ǔ ųnŗ Ǖƒ ŧ 5ǤǺƒ Ĭ Ɗ ǯ ĿǤƒ ƨ ǂ Ƨ ŏ Ă .Ǥ ƥ ǤƕĂ ŧ dǍǶ!ƒ ƻ ŏ Ƶ K ý ŏ Ʈ ý ǂ Ƭ ƕ ýĂŪƒ
ŧ 5ǤǺ ŧ ƕ ý ǕP Ŀ ǳ ǯ Ŀ ǳ ǯ ǔ ĳƒ Ư Ƨ ǃ ý Ʈ Ă Ƙ ŧ dǍǶ!ƒ ĿƊ ƻ ǂ Ŀ ǯ ƥ ŏ Ɲǯ Ă Ǚ dǍǶ Ɗ ǯ Ǝ

.łǂǿƨđǮƒłʈ Ǿ Ǖ [illegible]

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.(ĎđŰĎĒ : čěěĒ [illegible])

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(Jon Tomlinson, 1991, 95)

[illegible] .(op. cit,72)

[illegible] .(op. cit,95) [illegible]

[illegible] .(op. cit, 122)

[illegible] .(Leslie Sklair, 1995,503:507)

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ƥƲ ǂ5ǬȂ ƳƧƇ Ƙǂ ǒơĂ ǛƇǴǽƒ ǂƥƧǫĂ ƔĂƨơ!ƒ ýǗƤ Ǉƌǆ ǜƪǮ Ǐ !ǫǂǜƬ!ƥ Ɲƥ
."ƥǴ ƞǉ!ƒ ƊǴƶ" ƊǴƶ!ƒ ƒƦǊǏ ǧƶĂ ǛƧƤƇƔƶƬ ƥƲ ƔƶƬ ƳƧƇ ǒĂ Ǜǻ ƧƤƊǂ5ǬȂ
ƔĂƶù Ƭ!ƒ ǇǴĂ ƥơĂƙƒĂ ýƌǂƙƒ ǂǒƞĂǞǂƙƒĂ ǂǧƇ ƙǗƒ ǎĂ!ƒ ƝƥƔƊǮ:Ǐ ǇǴƒĂ
ƒƦù ǊǏ 5Ă .ǂƶǜǧ !ƒ ƘƇǅĂƒĂ ƨƘĂǒǆǂƒ Ǉƨƞ ƊýǆǆƊǮƌƔǜǴ ǆǇǴƌýǂ Ǐ 5
ƊǴƶ Ǜǧ ǇǴƙƌǂǜƌƶ Ǌǆƌǂ|ƥơ Ǐ !ǫƊǮ "ƨƥƇĂǂƇƶǅ ĂƘǂƇƶƺĂǉ ǒƊǴƒ
ǇǒǴƞǇǅ"|| Ǵƌ ƊǴƶ" ƝƊƶƺ ƊǮĂ ǇƨǴƙƒĂ ǂǒƊƶƒĂ ƘƇĂƶƌƶƒĂ ýƇ ƘǗƒ Ǉƌǆ
|| ǘǉƒù ǛƒǏ ƊǮƶĂƙǏ ƘƒǂǒĂǂ!ƒ ƺƒĂ ǗƒƊǴƒ ƒƦǊýǂƬĂ .(Ē : čĕĕĒ ǛƧƨƇǵ
ǇǴĂǂǒ Ǉƥƥƞ!ƒ ǂǜơ!ƒ ǎƥƶǆǆƕ ƨǇǮ ǛƧĂƞ ƨǆƙǏ !ǫǴǊƶǜƬ ǆǴƈƨƒĂ
ǛǴƘǇǅ ƥƇĂƥǂƇƶƨƶƒ ƒƦǫ.(ĕ :ƺǆǬ!ƒ ýƞƨǆ) "ǇǂƬƙ ƥƶ5Ǐ ǂǴǂĂ ƨƥƇĂƥǂƇǆ
Ǐ ƞƥ.ǂơ Ăƌƶ ǴǂƊƶ Ǘ ǂǜƌƊǴƥǗǜǧ ĂƘƒ ǇƨǴƙƒ ǴǂƨơƘ Ǐ Ƙƒ ǂƞƨƥƒ ǂ5ǬȂƒ
ýù ǂ ǴƥƊƶĂơƙ ƊǴƒ Ǐ ǂƊƶ ǆƶ :ǂơǧ Ɲƥ ýƌƶǇǂǒĂǂ!ƒ ƘǗǎǂĂƙƒ ǇǆƶƊǴƶ
.(čǆē Ǜčǆē :ƺǆǬ!ƒ ýƞƨǆ) "ǴƊƶǧ Ǐ 5ǊǍƥƶƘƇǆ

ƥǴǧ ƙƥǴƆǆƶùǒƊǴƶ!ƒ ƺƒĂǧ Ɗ 5ƥǴ!ƒ ƆǴǇƒ ǴǂƌĂ ýƊƶǧ ǛǴǫǇĂǂǒĂ
ǂǂǘƞǉǛƒ ýƊƶǧ!ƒ ƆƙƨƘƇƶ ǗǜƨǴƙƒ ƘƇǘƶ!ƒĂ ƘǂƨƇƶ ƨƨƙǂ ǒơ Ǘ ƌƶĂ
ƥǴǧ ƙǗƒ ƆùǧǒĂƊǂùǒƨƙƒĂ ƘǴƌƶƶƶǂƊǧ !ƒ ǂ|ǒĂ ǂǇƊƶǒƞĂǞǂƙǴǵ
ǂùƊƶƊƥǴǉƙƌƶǇĂƶǒ ǇƊƒ ǇǉƙƌƶƘƇƶǂǒƊƶǓơ!ƒ ƥǂƶǗ !ƇƶƨƒƒƒƦǊƊƶƙǏ 5ƶĂƥ ƊƶǗƒ ƔƶƊƶǫǇǗƶǗƒĂ ƺ ǒƶƒĂ ƝǒĂƨƙƒ ýǗƤ Ǉƌǆ Ăǧ ƘƊƶ
ǛǴĂǂ ǜƨǴƙǆƶ ƆƥƊĂ Ƙƒ ǇǗƶǗƒ ǂǧ Ǉƥ ǛƊǴƒ Ǐ ƊƶƝƇǧĂ - || ǴƶƊǴƒ
ƒƦǂĂ ǛƝƒ ǇƥƶǴƶơǇǂƞĂƌǂǂǘƞǧƒ ǂ5ǬȂǂ ƙơƝǗƤ ǇǆƶǗ ǂǜƌƶƒ ǂǧ Ǉ
Ǐ ù5Ǘǂǜƌƶƒ ǂǧ Ǉ ǛǛǴǅ! ǂǒƌƶ!ƒ ƘǂƨƬ!ƒ ƊƶƘǇƥƞ ƺƒĂƙĂ ƘƇƙǴ ƥĂƘ
.(ĔČ - ēČ :ƺǆǬ!ƒ ýƞƨǆ) ǂǒƌƶ!ƒ ƺƒĂǧ Ǘƒ

ǇƥƲ5ǗùƌĂƶ!ƒ ǴǉƲ Ƨ5ǂǂǘƞǧƒ ǂ5ǬȂýǂƬ ƨƨƇƥƶǂ || ǴƶƊǴƶ ǇǴ ƒƦǫĂ
ýĂƥù!ƒ Ǵƥýƙ ǇƥǧƊƶƊǴ5ǂƌĂƶ!ƒ ƒƨƶƒ ǇǴǂƬ ƥƒƨƇǊĂ ǇƶƨƇƶǂơ Ʃ ǇǴǊ
ýĂƥù! ƺù|ơƙǒǂǂǘƞǧƒ ǂù5ǬȂǂ ƙýǗƤ Ǉƌƶ.ƨǂƒƨƌƶ ýĂƥ Ǉƒƨƙ 5ǂǒƌƶƒ
ǛǴƥǴǧ ƙƒƒƇƶƙƒ Ƙǧ ǒǂƌĂƶ!Ǵ5.ǂǇƥƙƒĂ ƥƒĂƌƶ ýǗƺƙƒ Ǉƌǆƥƶƌƶùǂƒƨƌƶ
ƨùƘơ Ʃ ǇǴǊǂǒƊƶƒĂ ĂƞƊýƙƒǴĂ Ǐ 5Ǐ ƙơǛƇ Ƭ ýǂ Ǐ ƊƶǂǒƌƶǂǇƥǊǏ Ǌýơ
.(ĔĐ ǛĔď : čĕĕĕ ǛǇǴƊĂƬ ƥƒƨƇǊĂ ǇƥƨƇƶ

Ǐ ùƊƶǴǂƊƶ ƝǒĂƨùƙơǛù|5Ǐ ƺǂƙǗ ǛǛǴǅ! ǂǒƌƶ!ƒ ƘǂƨƬ!ƒ ǇƊƒǂƊǴƶ

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[illegible] (Richard [illegible] Hugamn, 1994,206). [illegible]

[illegible] (Jib Foules, 1996,11) [illegible]

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[illegible] (Margaret Visser, 1999, [illegible] 122: 124. Gill Valantine, 1999,491,492).

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[illegible] (Margaret [illegible] Visser, 1999). [illegible] (Gill Valantine, 1999. Alan Ward [illegible] & Lyddia Martens, 2000).

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[illegible] (Ian Woodward & Others. 2000, [illegible] .339,342)

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(*) [illegible] Haacp [illegible] S.R.M [illegible]

.Nǵ5ƨʃƨdƙ ŮʃĂ || ŭnʀ Ůʃ

Ĭ ù 5ƨʃĂǒŮ ʃRNĂ ÜŁƨǒǂ ƚǒƇdǅÜǴk ǴĳĴ ʃƨ Ǖ Ǉ5ǂǒƞƨǩʃ Lʃǫdǅ LƸ Ǵď
ýù ʎdǅǴnǰ yʃĂdǅLʃǫdǅ || ĐǅǑʃĂr LǰdǅPǨ ǴǰĴʃRǓ ǕȁƨǂʃLʃǫdǅ ǴǑD Ɣ ĐǅǏ
.(ƖƨǒƞĽʃ) ƨĂǂĐĒĂ (ƖƨNĽʃ) ƨĂʒʃĬ ǨǒǰdǅǏ

LĐǅ ǨǴƖ !ʃ ƨù Ʈ Ǉʒʃ ýĂǴǇLǰdǅʃǒýhƔ ǒ5ʃRNǰdǅýǴ!ʃ ƨƮ ǨǒŮĂ
ÜNǰǒƨǩʃ Lʃù dǅK ŮĂdǅƔ ĐǅǏ 5ĐǅǴdǅʃƞ LRǫÜƲ ʒhǴ ǴǰrʒhĐǅǨK ĐǅLǰdǅ
ƱǑûǑk ǂ ǂǕnʃù Ʈ ʃ ǂ5ǴĂýǂ TǨǂdǴǰǂ ǒǇRNĂ .KŮĂdǅĂ ĐǅǴdǅýPʃ Nǵǩʃ Ă
ĐǅdǅĂÜʃǑʃĂ ǂƺĐǅĂǑǨǒǨǫ.KĐǅLǰdǅ || ĐǅǏ 5NǫƔNǰǒLǵdǅĂĐĬ 5ʃƨǂǴǔ
.ʃǑʃĂ ƻ ʃNǰ

ƾ ƨǨPǨÜĐǅǴdǅǂ Ʈ ǴÜKĐǅLǰdǅ || ĐǅǏ ʒhLǂ5ÜǰĐǅǏʃ LǰdǅǑdǅýƞĐLǰĂ
ă ʃĂù Lʃ!ʃĂ ǂǒdǅǂǑ!ʃ ǑǴdʃĂ KǴdǴ!ʃĂ Σ ƨʃǫdǅ ýʎdǅ ǒƫǅƨ!ʃ KǴ Ʈ ǑdǅƲ ʒhǔ
yù Ʈ ǨǨʃRù nʃĂÜǒǨǓʃ Ǒʃƨ T!ʃ Lǰdǅ ǒǂ ʃǂ! ǴǨʃ ƨǂĐLĂǂkĬ ǨǑ .[*] ǑǇʃ ...
.ÜǴǰĴʃ ƔǴ Ʈ Đ ĐǅǴʃʃ ʃĂʒk yǨǓǴ ÜLǂĐǅdǅ Lʃƨǵ

ǂǨǑdǅ yʃĂdǅǂ ǒƫǅƨ!ʃ KŮǴǑŮʃ KĐǅLǰdǅ || ĐǅǏ ʒh ýƺ ǨÜƨPǰ Σ ǒĂ ÜƨǒPĂ
.ǂǒÜǴǨKŮǴǑŮʃ ýʎdǅÜ ǑǅƨʃĬ ʒʃƨ!ʃĬ ǑǅdǅKǑk

ǂ ù ǒǨǓ ǑʃƨT! ǴǰǴP NǰĂǨ LƸ ƨǂǨ KĐǅLǰdǅ ǰRNǰyʃĂdǅ Ĵ5ǂdǅǂ 5Ʈ hĂ
ʃRù Nǰyù dǅĂ .ʃù ǒƞĐǅhǨ ƨǂĐǴĐǴǅ ÜǴǫ ǑĂƞĐǅʃƨT!ʃ Ɩƨǰ!ʃ || ĐǅÜLǂdǅ
KǂƨT!ʃ yǨĬ Ǩʃ "KǂƨǴǅƨhǅ !ʃ" KŭǒdǅƲ ʒh ýƺ ĐǅǨLƨǒPÜʃ ƖƨǨʃĬ 5ǓǒŭLǰ
|| !Rù ǂĂ (ÜƨǵʃƲ Ăƨ Ĭ 5ă ƨǂǂ Lǰ ýʎdǅǂǒʒT!ʃ ǴǑŮʃĬ 5KǴ Lǰ!ʃ Lʃǂdǅ
Σ ǴǇʃ ƻ ǒƨǨ ǂǒǰhʃRNĂ ÜLĴĐǅǑ5Ʈ Ĭ 5ă ƨǂǂ Lǰ ýʎdǅLʃǫĐǅǑĐǅǴdǅă ƨ|!ʃ
ǂù 5ǴĂýǂù TǨĂ ÜĐǅǴƮ ĂƮ P! ƾ ʃƨPʃ ǂǰhĂ ÜǴǰƨǑǨĬ Ǩʃ yĐǅĂ KĐǅLǰdǅ || ĐǅǏ
.KĐǅLǰdǅ || ĐǅǑP ĂǑLNǰĂdǅǂǕnʃ Ʈ ʃ

'hƮ NĐǅNǰǂdĐǅNǰ- ʃ

ăĐǅǴǒǔƮ hLǴǂ ĂĂ Ĭ ǨǑ ÜNǰǨǴǂ! ĐǰĴʃ ƨĂƱǨʃĬ ĐǅKĐǅLǰdǅ ʃǒǨ
Σ ǴƮ ǒŮʃ Ĭ ùƱǨǂ ùǒǒhÜù LǰǒdǅKʃƇƨƺĴĂǂ5ĐǅdǅĂƮ hNǴ Ʈ ǫǴʒǫ

(*) LǰdǅĐǅʃǨʃRNĂ ÜǴʒƱʃ ydǅƔTǨ!ʃĂ ŮĂ!ʃ ĐǨýǴdǅýǒǔ Ĭ ĐǅÜʒĐǅă ĂR dǅĬ ĐǅǴǒĐʃRNǰǓǒŭLǰĂ
.|| ĐǅdǅƔǴǑ Ĭ ĐǅyǨǓǴ||!R ĐĂ ÜǴǰ! ǂǒǂ!ʃ KǂƨT!ʃ

(Grant Mc Chraken, 1991,88. J.Mary Douglas & Baron Isherwood 1996, XI).

[illegible]

[illegible] (*) [illegible]

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[illegible] (Adam [illegible]

Lury, 1994, 91: 94).

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[illegible]

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[illegible] (*) [illegible]

[illegible]

[illegible]

(*) [illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible]

(**) [illegible]

ŜĂù Ţ ǒł ǒơ ÜǴ ĞĎŭƒ ă β ł ơĎŽη Ğ Ŋ ƒ ĈŢ ƒ Ğ Ŀ Ž Ü ƒ Ă ł ƒ Ă
.(ĂĎ ŽĂ ŽĞ ƒ) ĿĂ ł Ŋ ĿŢĎ Ŀ ŽŬ ƒ

ý ǂ ù ŢĂ ÜĎ Ŭ ƒ ýĞ Ž 5 ł Ţ Ğ ÜĶ Ğ ĂĎ Ă Ķ ƒ ƒ Ĭ Ď Ž Ŀ ŽŬ ƒ Ŝ ƒ Ğ
ł ù Ţ Ğ ÜĎ ŽǓ Ŀ Ž Ŀ ŽŬ ƒ ŜŢ Ĭ Ď ýĞ Ŭ ƒ Ĭ 5 ł Ŝ ƒ ă Ţ(ý ǂ Ŭ ƒ) ł 5 Ă
.Ŀ η ƒ ĎŬ ƒ ĶĞ Ŀ Ž 5 ŊĂĎ Ğ Ţ Ž Ŀ Ă Ă Ĭ ơ - Ă ƒ

:ĶĞĞ Ŭ ƒ ă ǫ ý Ă ƒ Ŋ Ĭ 5Ă Ü Ŀ Ď ýĂ Ĭ Ď Ŀ ŽŬ ƒ ŜǓ ƒ ǂ Ŋ
ł ù ǒơ Ü ĿĂ Ž 5 Ţ Ķ Ğ Ž Ŭ ƒ Ĭ Ă Ţ h Ğ ƒ Ĭ 5 Ď Ŀ Ğ ĿĂ Ž 5
Ŀ ù Ž Ŭ ƒ Ď ǒ ǫ Ü Ŋ Ŀ Ž Ğ ŭ ƒ Ă Ŀ Ŋ Ă Ă Ĭ Ď Ă Ď Ž Ď Ž Ŝ ƒ
ĈǓ ùŢ Ķ Ď Ŋ Ŭ P Ŀ Ž ÜĞ ǉ! ł ǒ Ž ƒ ĶĞ ŜŢ ƒ ĈĞ ! ł ŭ ƒ ł 5Ă ŜŢ Ŀ Ĭ 5
Ɣ η Ķ ÜĶ ƒ Ŝ ÜĞ Ď Ž ƒ ŜĞ Ŋ Ŀ Ž Ď ǒ Ă Ü Ķ ĂĎ Ĭ Ž Ă ƒ
Ď Ž ƒ ʒ Ă ƒ Ŝ Ă Ŋ Ž Ă Ŋ Ă Ž ý Ă Ü ŭ Ŭ ƒ Ď Ĭ ! ǫ ƒ
.Ğ Ď Ŋ Ă Ŋ Ă

Ĭ ù 5 ŜǓ ŢĶ Ŀ Ď Ţ Ž Ɣ Ğ Ŭ ĶĎ Ŀ Ğ P Ĭ ƒ ĶĞ Ŭ ƒ ýĂ Ğ Ă
Ŭ 5 Ă ƒ ʒ ƒ Ŝ P Ŭ ƒ Ŀ Ğ Ă Ŋ Ž Ţ ǒ ĶĞ Ŭ ƒ || Ď Ž Ĭ ! ǫ ý Ţ ý ǂ Ţ Ğ ƒ
Ž ĂŜ ù Ŭ Ĭ ù Ŋ Ă .|| ù ! Ŀ Ž Ž ł Ž Ğ η Ŭ ƒ ł Ğ Ķ ơ Ŝ Ķ Ŝ Ž Ž ý h
|| ! ù ǂ Ă Ĭ Ž ƒ Ď Ŭ Ĭ 5 Ŋ Ă P Ă ý Ž Ĭ Ď Ž Ķ Ĭ ƒ ĶŬ Ă Ķ Ğ Ž
ĶĞ Ŝ ù ŢĎ Ž ǂ Ž ! ý ǂ Ď Ž Ŭ Ă ý Ğ Ŭ ƒ ýĞ Ž 5 ł Ţ Ğ Ŭ η Ă Ă ǂ ƒ ŜĂ ƒ
.Ğ Ţ h Ď Ž Ğ Ă ÜĂ h Ğ Ž Ŀ ŽŬ ƒ ł ǒ Ž ƒ ÜĞ ƒ

ł ù ǒ η Ğ Ă ý Ŀ Ž ĶĞ Ğ Ž Ü ǒ Ţ Ž Ţ Ŭ ƒ Ķ Ď Ž P Ɣ Ŀ Ğ Ĭ Ď Ă
ă ù ǯ ǒ ĿŢĎ Ŝ P Ŭ ƒ Ĭ Ď Ž Ŀ Ğ Ă .ʒ Ă !ƒ Ĭ ! ǫ Ğ Ğ Ă Ŀ Ž ǒ ł ĶĎ ý h Ğ Ĭ ǂ Ķ
ĈĂ ù ơ Ĭ ù 5Ă Ŭ Ď Ž Ž Ğ Ğ Ķ Ŀ Ğ Ă Ă Ĭ Ķ ơ ÜĶ Ğ Ž ýĎ Ž Ŝ Ŝ h Ğ Ğ ƒ
.ý ƒ Ŝ Ğ Ķ ýĎ Ž Ŀ Ž Ă ŜǓ Ž

ĈĞ Ž Ŭ ƒ Ğ Ŝ ù Ţ ǒ Ĭ ƒ ý ƒ Ŀ Ž Ğ h 5 ý Ž Ď Ž Ž ÜĂ Ŝ P Ď Ă
ù Ž Ž ĂĎ Ŋ Ğ η ! ƒ Ď Ŭ ƒ ĈŜŢ Ĭ Ď Ž ý h Ğ Ă ÜĶ Ă ƒ Ă η! ƒ Ğ Ŝ 5Ă Ă ł ǒ Ŀ Ž
Ŝ 5Ă ù Ă Ü ǒ Ŀ Ž ýĞ Ž Ŭ ƒ Ŝ ǒ Ĭ ƒ ł ǒ Ŀ Ž Ķ Ă Ŭ ƒ Ă Ŀ η Ŭ ƒ Ĭ Ŀ Ķ Ğ Ž Ŭ η Ď Ž
.Ŋ Ď Ž Ğ Ž 5 Ğ ÜĞ ǉ! ł ǒ Ž ƒ ĶĞ ŜŢ ! ƒ Ğ

Ü ŭ ƒ Ŭ ƒ ĂĿ Ŝ ƒ Ŋ Ă Ĭ 5 ƒ Ă ł ǒ Ţ Ž ł ǒ Ţ P Ţ ! ƒ ĶĞ Ž Ư Ž ĶĂ

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[illegible] **[illegible]**

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[illegible] **[illegible]**

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[illegible] **[illegible]**

[illegible]

[illegible] **[illegible]**

[illegible]

[illegible]

[illegible] (*)

[illegible] "Social Stratum" [illegible]

[illegible]

[illegible] "Thorstein Veblen" [illegible]

(*) [illegible]

"Leisure Class"

M. Cherman

[illegible]

[illegible] Aggregate [illegible] W. Warner [illegible] (d) [illegible]

(*) [illegible] "Social Stratification" (**) [illegible] "Status Ranking" [illegible]

(*) [illegible]

(**) [illegible]

[illegible] "Primary Determinate" [illegible]
[illegible] "Class positions" [illegible] "Class status" [illegible] (*) [illegible]

[illegible]

Conspicuous Consumption [illegible]

[illegible] (1899) [illegible]

(*) [illegible]

[illegible]

Class [illegible] "Culture" [illegible]

[illegible] "Subculture" [illegible]

[illegible]

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[illegible]

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[illegible]

[illegible]

[illegible]

"Dinner Was Seated"

[illegible]

[illegible]

[illegible] "C.D." [illegible]

[illegible]

[illegible]

[illegible] A to Z [illegible]

[illegible]

ƚǎZƓǩɳǕƒ YƓ ǍǕƒ Ǐ ƉȘǕ ĿƊĳƓǯȡǩǴǕ :(ƉƧǎǬƥǒ Ǐ !ƨɳǂǰ ƝǮ ƧǶǮ ƓǭȐƝǰ
.''ýǒƝƦƒǍ ƖǦǂ!ƒ Ŀȡǩǒǯ ƚɳƧƥ Ǐ ƉǮýǰǩɳȡǮǰǮǰǮ ƠƒƩƮ!ƒ Ǐ 5ƚȡǮƒ

ýȡǮƒ ƒȐƝǰƲƒƦƤǫ Ǐ ƉǮƝƦǭ Ǐ 5ƨƧǶǒƔ ǖ! ƚǎƵƨǰƒ ƚƩǭƒ ƧǍƥ ǎ ƧǨ ƚƛǒƓǰǭǍ
ƔƖǭ ĿȡǮƝƉǮ ƉǂǒɳýȡǩɳȡǮ Ǐ 5ƖƧǒǂ ƚƮ Ǝ ƚƓǂȡǮǍȐ ƔǕƓǕ ǕƩƮȡǮ ƝƦǍƮ ɦ
ƚƩǭƒ ĿȡǮƝƵǶǍ ƒȐƝýǂ ǕƒǆƵǍ ƓƵǍ ƚƓǂȡǮǀǒƵ ƚǒƮ ȡǮƉǮ ƝƒǭǩǰƉǂǒǂǍ
ƔǒƓƮ ǕƒǍ ƘƓǒǕƒ - ƘǕǔ!ƒ ƲƒƦƤǫ Ǐ 5ƝƮ Ʈ ƤǨ ƉǮ ĿȡǮǕǮ!ƓǂǸ ƚǎƵƨǰƒ
.ƟƓǭĿǰƝǰǭǍ ýǔ!ƒ ƒȐƝƲƒƦƤǕ ǎ ƠǮ!ƒǍ ƧƓǂǕƒǍ

:ǳǭƦǰƐǭ ƝǰƉǮǫǬƵǭ ǖƵǭǰȐƞǰǫƉǮƉǮǗǰƉǮ

ƒȐƝƘƓǭƓȡǮǰƓƉǕ ǁ!ƓȡǮƒ ƘǍǮƧƓǮ ƽ ƥǰɳƘǕǔ!ƒ ƧǒǭȡǮýȡǮ ƦƓǰȡǮ 5
Ǐ ǜ 5ƒƥǜ ɦ ǀƧǜ ǒȡǨ ƥǜ ơ Ǐ ƉǮǰƝǍǂ ƚƉǮƉǮ 5ƩǍƒǍ Ǐ ƵƓǩɳǕƒ ǎ ǍƦ ȡǮǍ Σ ƧƵ!ƒ
ǕƧǍǜƮ Ǐ ɳƒƉ 5ýǔ!ƒ ƒȐƝƲƒƦƤǕ ƚǂǍƉǰǍ ƚǒƓǭȡǮ ƘƓǍƦ ȡǮ ýƧǕ ƉǰǩƓƦƒ
) ƝǮƨǒƓǭǍɳǍ ƉǮǍ ĿǍƵǭȡǮ ǎ ǍƦ ȡǮƉǮǩƦǕƒ ǕƘ ǭǰǒ Ʀƒ ƘǕǍǂȡǮǂ ǒơ Ŀȡǩ
ƔƓǒǜƮ Ǖ '' ƖǭǜǒǮ ''ƽ ƥǰƒ ƘƓǭƉǮƉǕƵǭƒ ǁ!ǂ (ƉǰǩǪǍ ýƓƱǍ ƉǮ Ŀȡǩ
.''ǍƵǭȡǮ !Ǖƒ Ǐ ƉǮƉǰǭƵ ǬƨƵ ĿǰƦƒ ĿǍƵǭȡǮ

ƲƦǜƦƒ ƧǒǮ ǭǨ Ǐ ǜ 5Ǐ ǔǍǜ!ƒ ƖƓɳƦǕƒ Ǐ ƉǮƝǰǮǯ 5'' ƧǍȡǮǍɦ ǭǂǒ
ƥƥǒĿƉýǒƮ ǒýȡǩɳȡǮ ĿƊƓ ǒƉǮǍ ǕȡǮ ƖƧƝƓ ƲƦƦƒ ĿƊ !ǫ Ǐ ƵƓǩɳǕƒ
.''ƓǂǕƒ ƒ ƓƮǕƒǍ'' ƚȡǮƒ ƚǎƵƓǩɳǕƒ YƓ ǍǕƒ ƚƵǒǮ ƚƥɦ

:ɳƝǰƓƝǰƵ ƝǰƓȡǮǫǬƵǭƘƦǭƨ ƱƐǭǖƵǮ

: ýǕƤ ĿȡǰýǔƒƐǭƝ!Ɠ ƚǭ ƒƵǩ ǍǬǒǯƒ ƠƒƩƮ ƉǰƤƦƒ - č

: ǖƵǭǰĿǰ !ǰƒɳƦǰƐƉǰƉǰǩɳƝǰ ƉŽƓ

Ƙǜ ǭǰƉǕǎ ǍƧɳǍƉΣ ǍƓƝǰƓǭȡǮ ƥǰǕǂ ǒɳ!ƒ ƽ ƥǭǰƉǰǍ ƽ ƧƵƉǏ 5ýǔ!ƒ ƉǰƉ
Ɠɳƒǰ ƧƵǍ Ɠɳƒǰ 5ýǜǂɦ(ƚǜ ǔƉǰǮ ƚƵƓ) ƽ ǎǂƒ ƽ ƥǰƒ ƘƓǭƧǂƉǏ 5ƚƉǰǮƒ
''ƓƝǰƓƉƓǕƤ ĿȡǯƧƓǰ ýǍǒǏ Ʀƒ ƓǰƦƒɳǍ ƓƉǰǭ ƘƓǭƓƚƒ ƚȡǮƲ ǍƓǰǩƓǰǍ
ĿƊƘ ȡǮǯƮ ĿƊƽ ǜơ!ƒ ýǜǂ ƓǭǰǏ ƦǰƒǕ'' : Σ ǍƵ!ƒ ƲƒǍ ýǍǀƒƒƮ !ƒ ƒȐƝǏ 5Ǎ
ƝǰƉǮƽ ƥǜ ǰƓǕǕȡǮ Σ ǍƓƝǰƓǭȡǮ ƥǰǍ ƚƮ Ɠ ƚǔƉǰǮ ƚƵƓ ýƤƒƥ Ɠǰ ƧƵ ĿǍǜǂǒ
ƖƧƓ ơǍ ƔƵƮ ƚȡǮƵ Ǐ ƉǮƒƝǰǍ ƲƓƤ ƚƧƓǭǩƝǰǩ ǕǒȡǮƒ ơƧƓƒ ĿȡǮƵǍǰ
ƓǭǍ ƝǮƓƒǍ ƽ ƥǰƒ ƘƓǰƧ ĿǰɳƓǍɳƒ ƵƵǂɳǭǮƓǍǒ Ǐ ƦǰǍ ƓǰƘƧǕ ơ ƥ! ǕȡǮ

ĞĂžĽƑƨƥɳ!ƒ ĿǺƧǺƮ ŏ"Ăƥƀŭƌƒ" ĎƞĝƧŏĊĝĥɯĿǺŧƮ ďžĿĝĞďĐǽĝƮƸ ĿǺŀǻŀŏ ĿƥŏƦƐ!ƒ
ĿƤǺùƮ ŏ.ŧù|ĐƌďǮŧďƉùƲ!ƒ Kʿƍʿǭƛƒ ĿǺƧǺƮ ŏ"ŧďƉƩǺŧŏƛĞďǺƊĿƌďǸǺƠƙ
ĿƊĿǺƥùŏƧǺ ǸĳɦĿǺĿǺƙďƊŇǺ ƐƮ ýŧ ÙKĞɳƧƥƒǺ KƒƧďǺǺ KĞƥƧ!ƒǺ KĞƮƒ
ýùƒƒƧ!ƒ ĿĞŧďǮƒƦǸĳƧĞƤƒ Ĭ ĐƵƵĞǸƒƧƮ ƍĭ 5ƺơ!ƒ ĞǂďǮĿĝ Ĭ ƦĿƒƤǸƶ5ÜǺĐƮŏ
."ƧǸƒƒ ƧƤǓ ýǓƍ ǸĳƒƥƞĬ ĐƵƥƧĞƒ ĐƮǺǺ ǸĳƨǺ lǰƧơƮ ýŧɦ

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ĐĞƶƲ!ƒ YƒǺùĿǸǺ KǕǺŧďďǮ ýùŧɦýùƺơ!ƒ ƒƦǸĭ 5"ƟǺƙďǮ ǸĳǺɥƥ"ƧďǮ
ĞǸɦĝ ăǺùơ5Üă ƧùƮ ďǮ ýďƥďǮ Ĭ 5ĞďǮ ƠƒƧƮĐƵƧƴƒ ŧ5ĞǺĞƐ ĞƤ!ƒǺ
(ƒƨǺŧĞƐƮƒ – ĞƨǺɥĝ – ăƧùɦƌǮ) ŧƨơɥƥ KǕǺŧďďǺ ƧơɥƥǸƒǺƺ ĞĐƲ
ƺǺù5KƶùƲ Ǻ2 ƒƧùƤ Σ ďǮ) ĿĝƲ!ƒ ĐǺơ! ƒƥƸ ƒƦǸǓŏďĞĳ ƺƮŏ ĐƶƧǺƮ ɦ
.Ĭ ďǮƧ!ƒǺ ĐĞĿƒ ƧǺǓ ĐǺơ! ɤĿĞɦƒƦǸ(ƒƨďǮŧďǺɥƥ KĞƕ

ĞƺŧǺ ĞĞďǮ lƧƤƺďž ơɦǸĳǺɥƥ ĿĝƐ" : ƥƥƮ !ƒ ƒƦǸĭ 5Σ ǺƶƸ!ƒ ƥƒǺ ýǺǰǺ
ĿďƵ ǰƶ!ƒ ƺƥƮ5ɤ|Ƹ Ĭ ĐƵƵĞƮƊ Ĭ ƦĿƥƟƧ5ɤĐƵĿƊKƥĝ lƐ ďǮ ƛƥơ ǸĳƲǺ
ÙĞĞƒùƮƒ ĿǺƥ YƒǺĿƒ ýŧ! ǸĳĞŧ ǮǺŧĐĿĝ ǸĳĞĞǺǺ "ƒƥɳ ƒƥɳ ýǺŧǕƒ" YǺĿƒ
"ŧùƮ ĞƤǺŧùǰơɥƥ KǕǺŧďĐĞĞƸƧƺǺ ƧǺǓƒǺ ĐǺƥƵƒǺĿý ŧ ||ƧƙǸĳǺ
2 ùƮ ƦďǮ ù5ĐƵƦĞĞƐƦ|ƙ ǸĳĞ ƊǺĐǸĳǮ KĞɦĝ ĞǺĞƥ ýǓǺ "ƒƨǺŧĞƐ Ǖƒ
ĿǓďɤùƧ|!ƒ "ĐƵƒ" Ĭ 5ƮƦ ďž !ƍƥơĐƶƮŏĿƊĿǺƥ ǸĳƊǮ !ƍĞƮƲƒǺ ýƺơ!ƒ
ĿǓďǮĞɳƒƥĞ5" ƒƨǺŧĞƐƮ Ǖƒ" ƠƒƧùɳ ĿǓďǮƲƒǺ ĐƵƦƙŧ!Ğ ĿďǮǸĞŏ ƺƥĿƒ
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Ĭ ùǸýɦɥďǮƵŧďĞƵƊ KƮ ŏ KĿĝ ĿǺ ĞǸĳĞƦƒƧƥɦɥďǮďǮĞďǮƠƒƧƮ!ƒ
ǕƍǕă ƧùƤĐlƧĞŧƛƒǺƙďǺ lƧĞŧɳƦďǮŧďĞƵƊ!ƒ ɤǕƮ ƊĿďžƧƥơlďžďĞƵƊ
ǕǺ lƧùǰŧ ĿĞơĐĭ 52 ƒƧƮ Ǖƒ ŧƶ!ĞƒǺ ýɦǕŧĐǮ ďǮŧďĞƵƊ!ƒ ||ǺĐǮ||ĐǮĞĿƊ
ŧùďǮďǮ ĞĞĐǮ ƠƒƧùƮ!ƒ lƒƦǸĿĞɦĞƮ ǺĐĿƥơ ƩĞĐǕǺ ýǺƤĐĿƥơ ĞƥĐƵĭ ĿƒƊ
Ƨùǭ Ĭ 5Ƨƙ||ǕɳƦ ƒ lƧǺƮ Ĭ 5ĞƥƥŏĿƥɦĐƒƧƙĬ Ʀƒ Ʋ ƒƒǺƥĐǮƥɦǮĞǸĳĞƦƒƧƥɦ
: ĞďǮƶĞĞĐǮƒ Ƨǭ ɤĿƒǺɳ Ĭ 5ƺǺƦďž

.ĿŧĞďĐǺĞďǮǺƮ |ĐɤƧƥĭ ǸĳǕĞƥ5ĿǺƮǰŏĬ Ʀƒ ŧďǮ!ƒ KƒƧƐ!ƒ - ƊĐ

ƥƥùƮ !ƒ ƒƦùǸĭ 5ÜƥơƒǺƒ lƧƮ Ǖƒ ĞǂĐǮĬ Ʀƒ lƥƥƶ!ƒǺ ŧǸĳĞƒ KƒƧĞ !ƒ - ɤ

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ƫ ǆ!Ǵý‡ǆ ýǴ!ƒ ĿǴ Ƨǆ ƊǴǍ ýƮ hƱǴǴ: ǴǍ|h(Ĕ) Ɗǆ ł !Ǵ!ƒ || !Ʀ
ƧǴƭ Ƥ!Ǎ łùǆ! Ĭ NjǴƊ ǴƮǍ ƜǴƊƵǍ ǴƊ ǴƒǍ ơƽ Ɗǆ!ƒ ƭ ǆ ǆǍ
. "ƫ ǆǍ

ƥùơƒǍƒ ƳǍƒ ýǍǴ ĿǆƧǴŰƒ Ĭ !ƍ Ǵƒ łơǆ Ƭ!ƒ ǆƊǆ ă ƧƤƊ łǆ ǴĿǆ
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Ĭ !ƍ ĿǍ ǆƊ ǴƊǴ ǆ ƱơǆK˙ƽ‡ ƥƼ Ɩƥǆ ƧƱhK˙ǴǍ Ĭƒ ǍƊK ƒǍƧƭ Ƥ!ƒ
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ýù‡ǆ ǍƊǴ ǆƒǍ ƨƭ ƤŰƒ ýƼǴK˙ǴǆƥK łǆ ǍƊĿNJƒǍ ƊǍƒǍ ýƮ ǃƥǍ
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ǍƊĬ ùƊǆý‡ǆ Ŀǃ Ɩƥǆ ƧƱhĿǴĿǴǴ ƥǆƍĬ !ƍ łơǆƬ!ƒ ǐƦNjNjƙǴǆ
. ĿNJƒ Ŀǆ ǆ łƽǴ ƍ ýǆƼǍ ýƮ ǃǴ ǆ ǍƊǍƒǍ ƊǴǴǴ ǆ

Ĭ ƱùƮ Ǎƒ ǴƧùƬ!ƒ Ư ùƺhǴ Ĭ !ƍ ơǃ NJǴ ĿK˙ƽ‡ ă ƧƤƊ łǆ ǴĿǆ
Ư Ƨùƺh ǴƩ Ǵ ƊK ƒǍƧƭ Ƥ!ƒ Ĭ !ƍ ýǍ|ǃ ĿǆƒǍ Ư ƺh łƽǴ ƍ Ĭ !ƍ ǴǍ
łǆǴ Ĭ ƊǆƫǍƮ ƥǆ ýǍƼ" ƳǍĿƒ ǐƦNjĿǆ ĿƊǆ ƥƵ Ĭ ƽKĬ ƙơ łǆ ƒ Ɩƥǆ
Ĭ !ƍ ýǍ|ǃ Ŀǆ ƒǍĿƒ ǐƦNj|| Ǔ ƒ ýƮ ǒ ł !Ǵ!ƒ ǐƦNj Ĭ ƼǍ . "ƮǍ‡ƒ Ĭ ƊǆƩ ƥ!ƒǍ
ýùƮ ǃ łùǆ ƖƥǴ ǆ ƔĿǴ Ĭ !ƍ ‡Ɗǆ ǆ ƨƭ Ƥ!ƒ łǆ Ĭ ƊǆƥǆƙƖƧǆK˙ǆ
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ƨǃ!Ǵh ǴǍǴ Ɗǆ|ǃ!ƒ łǆŰƒ ýǆ ĿƊĿ ł ơǃ NJǴ ĿK˙ƽ‡ ƥǍ ƒƦNj
ĿƊƱƭ ƙƼ ǃ ǴǆŁ ơǃ Ŀǆ ĿƒƧǍơǆ Ĭ ƼNJǍǴ ǆƧ Ǎƫ ǴǍNJ ƖƧǃ
Ư Ƨƺ!Ǵh łùǆƙƒ ĿǆƧ‡ƊƧǍƮ hĿǃ ǆǆƧ‡ƼƊƒK|ƊǆƱƒ ǐƦNj ƽǴǍ
Ŀǆ ǍƧ‡ǆƊĿƼĬ ƮǴŰƒ Ư Ƨƺ!ƒ łǆƙƒ ĿǆƧ‡ƊƧǍƮ hǆǴǴŰƒ ƖƧƥ!ƒǍ
ƔƊǍ ýƮ Ǵǆ Ư ƒƧǆĿǆ ǆ‡!ƒ ǴǆNJǆƥ ǴǆK˙ƒƧNJǍ‡!ƒǍ ĿǍNJƒ ýǍǴ
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łùǆƒǆ ĿùǆùƬŰƙƥǴ‡ǆ łơƮ !ƒ Ĭ ƊǆƊǴǴĿƼ|| !Ʀ Ŀǆ ƽ!ƒ Ĭ ƊǍ
ǴƦNjǍ ǓǴƱ!ƒ Ĭ ƊǆĿǍ‡ǆ ƊǍƤ Ŀǆ ǆƴǆƞ ýƱƦ ǒă ƙƒ ƾ ǴŰƒǍ ǓƧƮ Űƒ
.Ĭ ĿǴƒ Ǎơǆ Ĭ ƼNJǍǴĿƧ Ǎƫ

!Jyư|ƐĂ-Y 5ƷƶǕĔɑNƓǾĂqƗƐfNƓDŊǮ

DŭNDLỤdẑùǒǏǥƙǐ SùTǭdẑLDĬ ù!ǫST dẑ 5ƚǒTǐǉƚǒdǐ SǒS|k SǒTǒ
Ĭ ùDƵǮK ƒǀǐ!ƒ S|5Σ Ǵdǀǒǩǒƚ ǒơ Ǖ|ǫƒ Ĭ DƵǮ!ǕDDǮDƹ kĬ Ƙƒ KƒSùTǭdẑ
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ǴƘǥ!ƒ Ĭ DƵǮǀSǫƒ NǪǒǴdẑ DƵƵ SƶƘƒ lSĂSư ƚ⅄ǒǴǌ KTƊ ƷƱǫdẑ ǯƘNǰLǫdẑ
Sù⅄ǂDLSĂT ǴǴƵǕ (ǎǀǂ!ƒ ||ǖnǩ Ǖƒ) ǴĂư Ă ƚǫǬǮdẑ ƷǴǕƒ ǀĂLǰyǖP Lǫdẑ
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ƚǒSù T dẑ KǴƖnǌĂƒ yǒdẑ Ĭ 5|| SƘTdǯǒSƙƒ SƙǥǒĂ: **ƘǴǰƐĂ-Y 5ƷƶǕĔ**
DǸǰLǫdẑ !sLǫǰ sƘǂ!ƒ ǀǰƵǫSƙǥǒĂ .ǴĂ ǀơ Ĭ DƵƵư ơ!ƒ ĂD2 ǒ!ƒ Ĭ 5ƚǫǯƘǥ!ƒ
sùƘǂ!ƒ Kù!ĂǴǰĬ ùƘƒ KǴƖ ƒSǀƒ yǒdẑ NǫǂDǴdẑƦNǰǎ ST dẑ 2 ǒ!ƒ ƭ ƒǴ P
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ǴƒSù|ǫƒ ƚù|ƘǕ! ƚǫǬǮdẑ ǴƒSƬ!ƒ ǴǀDƵǮǀdƵk Ĭ Ƙƒ ƚǫǯƘǥ!ƒ ST Ǵǂƒ DǸDSǴƵǴǒ
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ǴƵǮ LǯơǒT!ƒ ǀǂ ƚT ǴĂ ƷǒǀDǮǂǖnǩ Ǖƒ ƷǴǕƒ ƚƘLǰKƶǥSƒ ǯƘǰ ƚɳǒǰĂ
LǰdẑSùǒǂ KǴǮ LĂǂDǮǒDǰLǯǒǀ5.ǴsLǫdẑNǯǰT ƘǰĬ ƱT Ăƒ LǫdǴ ƶĂ
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ǎDsNǴnǐƒ sùƘǂ!ƒ ĂùNĂ ||ǖnǩ Ǖƒ ƱǴǰLdẑPDƱdẑý⅄dǮĂNĂ ǴsLǫdẑsƘǂ!ƒ
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ǴǒǮǒ KǴǰǌĐ.dʼ LǫýǀǴǒǴdǴǀDǮ LǰdẑơǒT!ƒ lǰƦǰĬ 5SǕƒ || DǮƘĂ
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LǥĂ ÜƓƪuLƚŏƥƒdž DŋĂPƥĭ ĐŽƒƨ ýʎdžƓdžŭ ƥLƒ DŋƥƿYƓƨÜƶƨULƚzƒƨ!ƒ
.Ɠƒƒƥhŭ !ƍLĂƌDŽŋƨŏăƘƒƧdžƒ ƓŋĂƓkĭ !ƍŽŏdžLĂƥŋŏƒĂƓ

ƖƦùNjƚù5ƓĂ Ű ƒƦƺ!ƒ ||ǔnƪ Űƒ ƥĂLƌƚ˚ dƻ!ƒ ƚƕƨdžĭ 5KƓĂTLƒĭ ƙƘDŽ
Kùƪ ƓdžŽlƧƥƓLƧĂƮ hƚnƚƓƒ DŽƚ˚ƥƓ!ƒ ƚƕƨdžĭ 5KƒĂƒƧuʳP!ƒ ĭ ƙƘĂ ƚ|ƕŬ!ƒ
Ư ǒuƕƒĂ LƓƕ!ŭƒ ƓnƥƧùnƥkŰ ƇƒƧT!ƒ ƖƦnj ƚƒƒƦƺ!ƒ KƓƥĂ!ƒ LDƚʎƓƥƧULj
ƚù|ƕŬ!ƒ ƖƦùNjƖƧƥdžLƸ ƓƖƓŽYƓƨÜƶƨULƓƥƒ ƚơƨT!ƒ ĭ 5ƚƮƓ ||ƓŽŰƒĂ
.ƖƥƵƓdžKƒƧƘƼĭ ĐŽLƚ!Ăĭ ƱƮĂƒĂ ƓƨƵƇƒƧT!ƒ Ư zhăƥƧnƥkKLƓ LǥĂ

ƓƘƓĂ ƓƥĐŽKur Ƨ5lƧƥƪƒ ƚ|ƕŬ!ƒ ƖƦNjLDɣŋz!ƒ lƧƓĂ ƧUL!ƒ ĭ ZƧƘ ŏƓdžĂ
Kù!ƥƓdžɣLƓŋĭ !ƍĂ .LƥPƥƘƒĭ ĐŽDŋĂPƥ LƖdžƶŏƚƶƥ LĂƚDƪŏýƓƧ!ƒ Lƕu
ƓƥdžƓdžýŭP LƖdžƧƮŰƒĭ 5ƶƧƓƶĂƥ ɣzƘŽƋdž LƕƚŏƒƥŏdžƥŊĂT!ƒ NƥŽ
ĭ ùĐŽ ÜƧùƮŰƒĭ ĐŽƺƓŰƒƥĂLƕŭ 5ƓƖƚokĭ !ƍƓƪƥŏăƘƒƧdžƒ ÜƥƓƮ ƙƥŰƒ
Üƺ ƓƪŰƒ ƚŏĐŽĭ 5ƓƖƚokĂ ƓƙĂƥƚƋŏƓdžŽƓƙŏƚĂ ĭ nŊkĭ Ƙƒƚdž ŬŰƒ KƓŽĂLj
LƥPƥùƘƒ ||ǔnƒƮƒĭ 5DƚŏƘƒ ĐƓŽƓƓƨlƨŋƓĭ nƥ||!Ʀ LƖdžƧƨ!ƒĭ ĐŽNŊŰƍ
.ƓŋĂ ƇƓƧƍĭ 5ƓƖƚhƧ ||!ƦĂ

ƖƦnj ƚƥƘƵdžƇƒƧT!ƒ ăƥ ƚƒƒƦƺ!ƒ ƚǝǔnƪ Űƒ ƚƼƓƒ LDƓLjƇu ƙŏƺƕu ƓdžĂ
||ǔƙdžƒ ĂDŬ|5YƓDŬƒ Ư ƧƺhƓƦƺ!ƒ ||ǔnƪƍĭ ĐŽ !ĂŰƒ ƚŋƧƥƓƥdžƙƚ|ƕŬ!ƒ
Ƨuʳkĭ Ƙƒ ÜĐŬ!ƒ LƖdžƕƓƖŽƍ KƓƚĂ KƓŽĂLLƖdžƥŏŰ ƓdžŏĂ!Űƒ ƚŋƧƥƓu
.ƚdž!ƒ ƚơƮ !ƓýƒĂơŰƒ ɣƋŽĭ 5

ƓƥĐŽ Lƕĭ Ƙƒ ƚŏƥƒ ƚƕdžLĂƚƘ ƇƧ|ƺDŽƒƧƥƒ ƖƦNjýʎdžLƚŏƓƒĭ 5Ă
ƓnƒdžƓƓj ƧĂdžĐƓƚĂ ƇƒƦƺ!ƒ ƒƦNjƥƬƧƘĭ ĐŽƚ˚ƓƮ!ƒ yuʳĂĂĭ ƒƒƦƺ!ƒ ƓŊŏPk
ƭ ù|Lƚ ùǒ LǔdžƇƒƧT!ƒ ƖƦnjĭ ƒƒƦƺ!ƒ DƓLƒĭ 5ƧĂƮ|!ƒĭ ơƒĂLýƚ ƜǔZĭ 5
LƶƒĂùkDŭZ ƚù!Ɠ ƺDŏƓdžŽLƥPƥƘƒĂ ƨƕ!ƒ ýĂƓkƖƧƚĂ ƚnƚƓƒĂ KƓƙĂƧƕƥ
LƥƘƒĂùdŽơƮ !ƒ ƲƍơýŋDLƖdžƑƓĂ!ƒ ƖƓƘŰƒĭ 5ƚdžƥNJƖĂƧƥhƒƦNjĂ - ĭ ƒƦƺ
ƚù|ƕŬ!ƒ ƖƦnjƚƮ Ɠ ƚƪƮ hĂ ăƧƮ dž ydžƒdžƒƧ5Űĭ ơƮ !ƒ ăĂƘ dƓYƓƨÜƒĂ
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5-Philip Kotler, Marketing Managment an Analysis Planing and Central, New Delhi Prentice, Hall, 1993,P 25.

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Style of Life

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Habitus

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Patterns of Consumption

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Images of [illegible] Consumption [illegible]

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Materialistic

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yùčĂkýĜdž[5ŭŷžõ ǂ|ǀĸ!ƒ lƧĂŢ !ƒ LǮ Ƨu' o!ƒ Ĩ 5lƧĂŢ !ƒ ƨ ĐĐžkǛĂ
Ĩ !ǥčĕđĕ /čĕđĒ Lǈdžƙ'Ĝŭƒ Ĩ !ǥƧu' o!ƒ Ĩ 5ǂõƧŢ dž Ƨŧ ü! Ĩ ǂǘnŧ Ǘƒ ƺ ǤǗƒ
čĕĒĐ ƥùzhĜĕĐĸKĂĜĸƒ LŢĎ !ǥǂ oĜdž LƒƧ|!ƒĂ ƥNƒĂT!ƒ ƧõTkĂ ǕčĕĒĐ /čĕĒĐ
.[čd] ăƧŢ dž ydžŋdž Ĩ 5% čČ Ĩ LǰĎŎĜ ! lĵĜkǗƒ Ĩ 5ǂǂƧơ ǷŢĎƥ

/čĕĒĒ) ǂùTõdž Nǉ|ǂ!ĵĎĜz!ƒ Ĩ ĩ Ĝ!ƒ Ďž!ƒ LŢĎ !ǥK'ƒŎĜ oǗƒ ƧõTkĜž
Ďž Ĩ 5ĎČĒ,ē ĂơLǰ !ǥčĕēĐ Ďž Ĩ 5ĜŭĎ|kčĐĕ,Ē Lǈdžƒƨǥ(čČČ = čĕĒē
yùǥƧƒ Ƨu' o!ƒ Ĩ 5Ă Ŭƨ õƨ!ƒ Ĩ 5čĕĕĎ /čĕĕč Ďž Ĩ 5čĒĎČ ĂơLǰ !ǥĂ čĕēē
čĕĕč /čĕĕČ ĎĵĂùZĎĨ 5čĒĒĐ,č Ĩ !ǥčĔđ,č Ĩ !ǥčďđ,ē Ĩ !ǥ% čď,Ē Lǈdž
.Ĩ !ƒĂƙƒ Ĩ ĎžŽčĕĕĎ /čĕĕčĂ čĕēēĂ čĕĕĐĂ

ĎdĐ,ĕ Ĩ ù!ǥčĒĎ,ď ĂơLǰLǈdžƔƒƧT!ƒĂ ĎĜǗƒ ƧĜŧ Ǖ Ĩ ĩ Ĝ!ƒ Ďž!ƒ ƥƥžƒĂ
Ĩ ù5Ĩ !ƒĂùƙƒ Ĩ ĎžŽčĕĕĎ Ă čĕĕč Ă čĕēē Ă čĕĕĐ ĎĵĂZĎĨ 5ĎčdĒ,Đ Ĩ !ǥ
ĎĎdĐ,Đ ĎƳĎĎđ ĎƳčđĎ,ĕ ĂơLǰ !ǥččē Lǈdž Ƨu' o!ƒ Ĩ 5Ďž!ƒ yǥƧƒĂ Ŭƨ õƨ!ƒ
Ĩ ùĎžŽčĕĕĎ Ă čĕĕč Ă čĕēē Ă čĕĕĐ Ă čĕĕč /čĕĕČ ĎĵĂùZĎĨ ù5|| !ĸĂ
.[čĐ] Ĩ !ƒĂƙƒ

ƥĵžkdžă ĂŢĵ ŬŢ ĂkdžĂ ǗƔŢ kdžĂơLǰ ĎžĂ Tõdž ƨ õĜk K'zǥƧƒ ƥ5ƒǂNĵĂ
Lǈdžƥƨǥƒ Ɣõ Ţ L!ĵă ĂŢĵ!ƒ ŬŢ ĂkdžĂ ǕƧĂŋǗƒ Ĩ 5lƥĜ Ďă ĂŢĵ!ƒ ŬŢ Ăkdž ƨĂĜk
ŬùŢ ĂkdžƯ ĜǷLƒĂ ǂ Tõdž ǂ|ǂ_YĜƧƒ Ĩ Lƺõ ĜdžĂNĵ [čd] Ĩ !Ĝdžǘƒ Ĩ Ďždž NĜƒ
.lƧĜƙƒƺ ĜLYĜƙĂ Ƨ|ǥƒ lƥơ ƥĜžƒĂ ǂ Tõdž ă Ăƙ dž

ǂùĵƙƒ yĎž!ƒ || ǘnŧ ƒ Ĩ 5ƧĂNƙƒ ƺ ĜLYĜƙ LǮ Ĝ õĎĎžǗƒ ŎŢ ǥĂ
Ƨù Ţ dž ĎNŧ Ďǂõƒ ƥõdž 5Ƨǂǂǘƒ ƥLƥ ýƳdžĨ ƙĂ ŎƧŋǗƒ Lǈdžǂŧ ƒĂ K'ĜĜ!
LǰZ K'ĜžŧƔ!ƒ ƥZ ǂõĜ_ydžŽĜžǗƒ K'ǥTǂ Ĝž.ýdžƒ lĂƥƥŋƙ ǂdžǘ!ƒ ǂƥĜƒ
LǰdžĎǥŋĜ Lǈdž% Ēč LǈdžǂĎĨ ĎžĽĂĎŢõǗ Ƨu' o!ƒ LǥŢ Lǈdž% Ēď,Đ LŢĎ
.LǥŢ !ƒ YĂdžǂdžLǈdž% ĒĎ Ă Ŭƨ õƨ!ƒ LǥŢ Lǈdž%ĒČ ýlĜdžǂõƧƒƧơ!ƒ K'ƒƧŧ !ƒ
ǮŋùŢ dž ƔƒƧùT!ƒĂ ĎĜzŬĜƺ ĎžĎž Ĩ ĩ Ĝ!ƒ ĎžĎă ĂŢĵ!ƒ Ăĸdžƒ ýƥzdžƔǕõƒƙĂ
yĎž! Ĩ LĂùLŋ!ƒ YĜǥƧǗƒ Ĩ ĎžýƥõĜdžĂNĵ.[čĒ] ƺǘŬǗƒ Ĩ ĎžK'ǗƥzdžƔ Ĩ ĎžĎ
.ăƧTƙƥ ýdžƒ lĂƥƥŋƙ ă Ăõ!ƒ Ĩ LƥǗƒ ƥơ!ƒ Ư ĜǷLƒĂ ǂ õĂõ!ƒ || ǘnŧ Ǘƒ

yǥƙ K'ĜžŧƙƒK'ƒƥNĜdž_ƒ5Ŭƨ Ţ dž 5Ƨ|ǥƒ ǂ!Ĝ ĎĵkĨ 5ƨ ǘƙǷǗƒ ĎǥŽĂ
LŢƧƧù|õLƥù ơ ǂƥĜĎƒ ƥĂŋŢ dž LĵõĜƥ ƥơĎNƥõ ăƙƒ ƧõƧ|ƙĜĎĜžǗƒ Ĩ !ǥ

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.ƷƒƧƺƒ ƘƿĂ ƇƓƴ |! ƻƑƾƋƧƃƓƽ ƽĂ ƙƒ ƚƋƉƈƌ Ĭ ƼýƮ ĂƙƒƑ - ď

.ƷƒƧƺƒ ƘƿĂ ƘƓƬƧƓƉƈ || ůnƫ ƒ ƘƓƻƉƈƋƊƒƏk - Đ

.ƽĂ !ƒ ƧŀƶƋ Ĭ ƚƓ ƚŮƒ ýƿƓƑƈƍƊƒƏƚƈƒ ýƒƈƒ - đ

.ƚƒƿƈƊƈ ƇƓƶ ƫ ƓƉ ƘƓƑƋƚƓƧĂƧŀɘ Ē

ƚƑù|!ƒ Ƨ ù ƫ ƙƈƋƉ ƚƈƋƉƋƺƒ ƘƓƑƈƋƉƈ Ĭ ƼƘƧŋ Ĭ ƙƒ ƚƈƓƊƏ ƘŮĂƃƙƓƼ

ýù ƈƌƉƈ ù!ƍ ýƉƈƋ !ƒ ƚƓƓƙƍ ýƈƌƉƈ ƚƈ ýƓƙŮƒ Ĭ !ƍ ýƼƓk ƘƚƓ ƓƓƋ|k ƚƉƈƬƵ!ƒ

ƚƈƋk Ă .Ĭ ƚĂ!ƒ ƑƓ ƙƿŮ! ƚƑƑŋ ƫ ƑƓ ƤĂ Ů !ƓƒĬ ŋĂĂƙƒ ƉƈƙƒĂ ŮƘƓƋƤ!ƒ

ƑƑŋ Ĭ ƤƋƧƓƧĂƇk ă ƉŮƋƓƈŋŮƒ ƚƓƍ!ƒĂ ƚƼƓĂƒ Ĭ ƼƚƑƑŋ Ƹƭƫ Ă ƇƉƈƋ|!ƙ ýƈƋ

ýù ƈƌƉƈ ù ƼƧĂù ƇƙƒƑƙ ƇƈƋƑĂ .[Ďč] Ĭ ƮƑƍ!ƒ ƑƓŀƓƋ ýƈƌƉƈ ƚŮƒ ƙƉƈƋƽƉƈ

ƉƑƚƋ !ƍĬ ư ƼƑƚƉƈƋŮƒ ƙƑƈƚƓƼƓƈƓƋƒ ƚƒƉƈĂƈƋƧƓ ƓƓƈƒ ƘƓƋƤ!ƒ

ƘƓƋ|ƚŮƒ ƚƈƋƑƋ ƚƓ ƓƈĂƙĂ Ů|ůnƫ Ůƒ ƚƓƓ ƫ ƓĂ ŮƵ ƒĂ ƚƓƋ ƓƈƓƈƒ

ƚùƼƓĂ Ƨŀƙk|ƘƓ!ƒ ƫ ƑƓ ƤƒƧĂƧŀýƉƈƙ.[ĎĎ] ƚƉƈƋ ƇƇƤ!ƒĂ ƚŋĂĂƑƑŮƒ

"ƘƓŋƓ!ƒ ƙƼýƚƫ ƘăƙƒĬ ƮƑƍ!ƒ ƑƓŀƓƋ !ƓƋƧ!ƒ ƑƓ ƙƿŮƒ ýƲ Ĭ Ƽ|| ůnƫ Ůƒ

ƒƙùƙĬ Ƽ.ƚŮƵŮƒĂ ƙƋĂƧƙƒ ýŮƤ ƚƈƋ ƋĂ ƙƉƈƋƈƇƫ Ƙ ŮƚƑƙƉƈ ƔƉƈƋƉƈ

ƚ ůù ƛƓƚƈƋƈƋùƙƘĂ .|| ůnƫ Ůƒ ƚƓƒƫ ƓƒƒăƧƲƚƒ ýƍ!ƒ ƧĂƇk ƽƓ !ƒ

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Ĭ ƵƉƈ ƚƓƚƒ Ĭ Ƽƫ ĂƉƋŋƈƚ Ư ƧƓƚƓƒ ƚƙƙƚƉă ƧƈŮƙƙƙƉƈƋ

ƚƈůnƫ ƒ ƿƉƋƧĂƫ Ĭ ƼƚƓƈƋƚƓƒ Ĭ ƼýƓƙƚƈƋk Ĭ !ƍă ƑƉă ƙƒ Ĭ !ƓƈƉƈ!ƒ

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.[Ďď] ƚƧƫ ƓƉƈƋƺƒ ƘƓƑƈƋƉƈ Ĭ ƼƚůnƫŮƒ ƇƬƚŮƒ ƳĂƚƙĂ ŮƷƒƧƺƒ

Ĭ ù!ƍƧù ƚƉƈĂƧƚƉƑŏ ƙƚƚƧƓƒ Ĭ ƉƈƋƓƙŮƒ ƒƙƙƑƬƚư ƵƚƑ ƔơƧ ƑƿĂ

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ƓƵƋƉƈ ƘƓƓƤ!ƒ ƚƑƙ| ƧƇƉƈƚƋƘơƫ ƇƑƚƈůnƫ Ůƒ ƚƓƒƒ ƚƇĬ !ƍƧƋƇk Ĭ ƙƒ

ƧŀƙƫĬ ƚƓŋƒ Ĭ ƼýƼƓk - ƉƑƚƓƈĂ - || ůnƫ Ůƒ ƇƓƈƋƚĂƙƋƘƓƑƈƋƉƈƚƑýŀ

ƘƓƵƋƉƈƚĂ ƘƒƧƓư ơ!ƒ ýùǂ || !ƙƧĂƓƙƈƋƓƈĂ ƙƚƓƈƧĂ ƓƈůnƫƒƉƈƒ

ƚƓƓƈ Ĭ ƉƈƋƈƋƉƈ ƧƤŮƒ ư ƵƚƑƚƧƓƒ ƓƈƑ[ĎĎ] ƘƓƓƤ!ƒĂ ƘƓƫƚƙ!ƒĂ ƘƓƑƚƒĂ

ƇƓƋƉƈƚƉ ƑƑƋƈƚƧƉƈƉƒƒĂ ƇƒĂơŮƒĂ Ĭ ŋĂĂƑƑŮƒ ƔƵůƙƒ Ĭ ƉƈƚƧƑ!ƒ

ŮƧù ƤŮƒ ƧĂù ƫ ƙƒ ýƲ Ĭ ƼŮƼƓƒĂ ƘƵư Ƥ ƑƼ.[Ďđ] ƚƋƓƈƌŮƒ ƘƓƵƉƈƲư ƼƉ

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Ĝŷǿ̤ Lǯ̈ĂŵĐŽ ƌƒ ɣ ǫČǗŰĂ ǗĜƥƥĜ ďǿǿǿǩĂ ǗƴĐĚ Ĭ ĐŽŽĐŷĂ̤ ơ ŧǒǯŧ- đ
.ɣǫĐĂǗǿǿǒǗ

Ĭ ùƙƒ ɣ Ĝŷĩ̤ ü! ĐǯƸǯ ʂĂ Üŧ ĐǮ ďǯ ɣĐǯ Ĭ ŧĐǮ ďǯ !ǫLǯƑĜǿ ǖǕLĵĒ
.ŧĐǯǮ ďǯ ɣĐǯ ǤƸT Ĭ !ǫĐǯʂǿǩ

.ŧĐǯǮ ďǯ ɣĐǯ ʒĂ̤ Ĭ ƽŧ ƵĜǿ ĜǗǯǯ LǯǒĬ ƙƒ Kǘŧ Ťďǯ ē

ƸĂ̤ !ĜǔLǯǩ Ǘƒ Ĭ !ǫLǯǫĜǿ ǿǯǯ ǿƽǗK ĜǯǿŷdǯLǯǿǿŰƒ LǯǗĬǰɣLǯǯĂ
.ʒƒĂ̤ Ǘƒ Ǐǩ ɭǰ ŧǯƸ ƽĂǩĂǯƒ

ǗǤĂùṳ̈̀ !ƒ Ĭ ĐǮ Lǯŧ ĐǮ ďǯĂ LǯƑĜǿ Lǯǯ ŧ KĐǯ ǿƽŧ ơŀǿ Kǿƽ ďǯ ǮĜĐ
.LǯƑĜ ĺǿ Lǯ ďǯ ǿĜǩĂ ŧ ǘǯĂ Ǘ Lǯŧ ĐǮ ďǯ Lǯ ďǯ ǿĜǩĂ ɣ̤ ǩ ŧ ĐǮ ǯ ŧ ďǯ ǒơhʋ
.ʒĂ̤ !ƒ ǯƤǿ ŧ ĐǮǯ ǤƸɳ ǿǯǩ Đǯďǯ ǿǯ ŧ ďǿ LǯǫĜǿ ɣĜƦ ƒ Ĝǯhʋ

ȟǿǯ ƽŧ Ɩ ǯǖĕǗĐ ǿ ǿĜǯǯ ďǯǯNj ǿǯǖƐ ǯȠǯǿ ǯ ďǯǿ ǿǯ

ȟǯǯǯǯǯǯǯǯǯ ƽŤ ƠĿ ǿǯǯ Đǯ Nj ǯ Nj ĐǯNjǯǯĜ- Č

(Č) !ǯ ǖNjǯǯ

ǿǯǯ ĐǯǯNj ǯNj ĐǯǯƐ Ɩ ǿǿǯǯǯǯǯ ƽŤ ƠǯǖǯNj

KNjǯǯǯǯ ƒ ƨƟ

ȟǿ ďǯ	**ǿǯǯ**	**KNjǯǯǯǯ**
ĎĐ,ē ďČ,đ Ďď,Ē čď,Đ đ,Ē	ĎĎ Ďē Ďď čĎ đ	ĎČ LǯǯƥĐ Ďě – ĎČ ďě – ďČ Đě – ĐČ đě – đČ
%Čċċ	**ēĒ**	**ǯǯǯǯ**

ĐǯǯǯČǯ ŧ ďǯǯ ǯǯǯ ơŀǿ Kǿƽ ďǯ ǯǩĂŀ ĈƤƒ (č) Đǯ ǯǯǯ ɣǯǯǯ !ƒ Lǯ ǯČƭ ƙǒ
ŧǘǒƸ ďǯƒ KĜǯƑƒ Lǯ ȟ ǯǯ ƟǯƸǯ ǿǿǩ LǯĂơȟǯ ƸǯǯĐLǿǯ ǯƒ Ƹǯǯ ďǯɣ̤ ơ
ǗĜďǯ Ďě - ĎČ Lǯȟ ǯǯǯǩĬ ƙƒ ǁǿǯNjǯ ĂƸȟ KǯƑƒ ƸǿǯK Ǐǯ LǯĂ Üǯǯǯ ďǯ
Đǯǯùƶ ƸĐǯ ǿƒ ŧ ơŀǿ Kǿƽ ďǯ !ǯǯǯ Lǯǯ% ďČ,đ Ĭ !ƒĂơ ĐǯǯLǯK ǯĐǯ ǒơ
ɣù|ǩĬ ùƙƒ ŧǒǯ ďǯƒ ŧƑƒ ĐǯǯĜǯ ďě- ďČ Lǯȟǯ ǯƟǯƸǩ Ĭ ƙƒ ĜǿǯǯǯƸ ďǯĔě

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(d) [illegible]

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čĒ,Ē	čđ	[illegible]
ē,Ē	ē	[illegible]
čđ,ē	čĐ	[illegible]
Ĕ,ĕ	Ĕ	[illegible]
dĐ,Ē	dč	[illegible]
čđ,d	čĐ	[illegible]
%Ččċ	ēĒ	[illegible]

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LĄoƨLǒĻĹǀĹĎĚ̲ǂŻĞĂ ÜĻǀĻĜǂ ăƧPĎĻĻǀǀĻǂ 5LĄŎƧPLǒĎǀǀĻǀǂ ŏơ Ĭ 5Ğ ǫýdžǂ
ĻĵıdžĻǀĎžĎĻĹǀ LĻĹǂŏŏƒŖŊjýǂĂ (ǂoƒƧ!ƒ) ĎǀĎĎŽ KĞĂĎ 5ýdžĶ džǂȝĂ Ĭ !ǫ
ǀǂĶĂ .ǂǒ ǒƧ ǂĹǀǀǂĹǀǀ ĮŖŊĻĻǀdž Ŗƒ Ĭ !ĂŰƒǂƑƒ Ĭ 5LĄŋƧǀǒĞǀǂùŻĞǀ
ŊǀùưĂķ ƻ Ăũ ĞĩŽŊĄ Üȝ Ă !ƒ ƒŖǀĎǀǀĎŽ Ĺǀdž ĎŽƻ |ĻĻĎĎĂĞ ĞǀŖǫ||!Ŗ
(ĕ) ĎǀŽ ýĂǀ!ƒ KĞǀǀ

(Ě) !ǫǀ üŊǀĹ

KĞĞĹ ƐǀĎǀĎŽYǀĎĖŰĖ ƾ ƎŦ ĞĹĹŲŖŊj

üĎ̲ǐ ĎĚǀƒĎĜüĎ̲ĚYǀŽƻ Θ

hĞ ǀŽ	ǀǀĹĖ	üĎĚYǀĎ Ž
č,Ď	č	ĎŽ Ļǀdžýǀ Ď
ĎĒ,đ	ĎĎ	Đ – č
Ďĕ	ĎĐ	ĕ – đ
Ďē,ē	Ďď	ĎČ – čČ
čđ,Ē	čď	ĎČ ĻǀdžƷ ǂƒ
%Ččċ	**ēĐ**	**ĂǀĹĎĹĎĖ**

Ĭ ùĎŽĞǀŽĂǀùhĞĂŬĻǒĻǀŖǀơ ĻŽ (ĕ ĎǀŽ) ýĂǀ!ƒ ƒŖŊjKĞǀƻ Ťǂķ
:Ĭ ŊǀȝƑĞ!ƒĂ .KŰŰǀƒ ĻĹdžŽĂdždž

ǀŊĂùŤ!ƒ KǀĞ5Ğ ùŏơ Üýdžǂ džǂȝĂ ƧdžýŢ ĶĂ : Ĭ !ĂŰƒǂ|ǀo!ƒ - č
Σ ŏ! ŊĹĻĻăŤĎŰĞŽ ĻǀŢž!ƒ ƨĂĞǀŏǀĕŏŮ ýdžǂ džǂȝĂ ƧdžŽ ĻĎǂǀŏŏƒ
ÜŊĎŽýĞǀƒ ăǀdžÜŊǀǀĂ ŊǀĂdž 5KƒƧǒķ ǀŢ ǀĻĞ ĻǀĂ ÜĞĞŽŽǀơ ǀĂ
.ŊĹĻǀĎŽ!ƒ KĞĖYĂĻĂ

ýĹĹ džǂȝĂ hǂŬƧPĻǀŽ ýĞǀŰƒ " ǂǀǀǀķ " Ĭ !ǫƧŏŢ5ǂŏŰƒǂ|ǀo!ƒ ĞŽ Ď
ČŬŏùŊĂ ÜĎĞŽ ĻĵŻ ȝĂ !ĞĎŊǀǀƒĂķ ĹǀdžǀķĎžĻǀŖƒ ǀǀ!ƒ LĄŬƧPĻǀŽ||!Ğǀ
Üǂ ùơĹǀKƒǀƧǫdž !ĞǀǫĻǀdž%č,Ď ĻŽ ĎŖǀĻǀķ Ďž ŏơ ǂĎĎŽǂǀǀŰƒ ĻĂĎǀŽ
ČŬŏùŊĂ ÜǀĂùŻĎǂƧĎĂ ĎŽ ĻǀǀĞdžȝĂ !ĞĎǀǀƧPĻƒĹǀdžĎĂƒƧķ ĻǀŖƒ || ĞŊĂ
ÜǀĂùŻĎĕ Ĭ !ǫđ ĻǀǀĞŽĎŊǀƒĂķ ĹǀdžKơĂƒƧķ ĻĹǀ|ĞŊĂ Ü%ĎĒ,đ ĎŖǀĻĻKƷĎŽ
Ĭ ùŖƒĂ ĞǀǀŖŽùŖƒǂǀĻƒ ĞŽ%Ďĕ ĎŖǀĻĻKƷĎŽŏơ ǂǀĻ ĎŽĻĂĎŽŽŊĂ
Ğdž !ǫýdžǂ džǂȝĂ hĎǀƧPĻƒĹǀdžKƷĎŽǀdž !ǫƧŏŢ5%Ďē,ē Ĭ !ǫKĎŽĂ

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KƟŎ̈́ĮĿ ƐƋƉĐŊŀĎǇĨŝǙĬĒţ ƎƬ ǪĮĿŬƦŊǰ

ĿǰĴƑŊǵÜĐĵĔ5Ŋǰ Ăƶ Ɣƍ ŬĔƋƍ ŬƋŎĔĵ ƨƟ ƿȵŊǰ ĐĵŽĄ ǂŊǰ ĐĎŽŽ

ƕƓƋǯ	ƈǵĔ	ŬƋŎŬĔƕǰĆ
đĐ,ĕ	đč	ýdžƒ ȝĂ Ĭ 5ĿĂƆƧƤĿdž
Ēđ,č	đĔ	(ƔǖƆ) ýdžƒ ȝĂ ŬƧƓ
%Ččċ	ēĔ	ĂĵĐĿĔ

ƆƧùƤĿǒĬ ùƦƒ ƚŏdžƒ ƚƆƬĿƒ ĂĐĿǰǯƚ ƶŏƆ Ĭ ŊǰƓǰýĆƘĿĿĐƔ ηŏĔŊĂ ƚùŏdžƒ ýùƒƧdž ƓĂ %đĐ,ĕ ĐƦůĿƙ ĐŽƦƒ ƚ ơƓƒƦŊǰƙƒƧƺdžĆƑĐƓƃ ƻ Ăùƭ Ɠdž ƦŊǰÜ%ĒđŬĊ ƚƭĿǰĂƧƿŏĿƦƒĂ Ü ơƓ ƙƒƧƺdžĆƑĐƓǰĐŽƙǒĬ Ʀƒ .(čĐ – čđ) ĿĂƿηƒ ƓǰĿdž ƙŏĬ Ʀƒ ƙĆƓƒ Ŋǰ ƻ Ƭǂƙ

(ČĐ) !ƺơ üŊǰĿĴ

ƿȵŊǰ ĐĵŽĄ ǂŊǰ ĐĎŽŽƟŎ̈́ĮĿ ƐƋƉĐŊŀĎǇĨŝǙĬĒţ ƎƬ ǪĮĿ

üĐĵĔ5ŊǰƓƒĔŬƋŎĔĿƭ đƒƨƟ

ƕƓƋǯ	ƈǵĔ	üĐĵĔ5ŊǰĆĐŏƋŎĐƒĔĐƝĐŽ
Ē,Đ	Ď	ǰƧƓdžŬ ǒdž
Ē,Đ	Ď	ĂƚĂƿă Ƨƚdž
ď,Ď	č	ţ ĆĿǰ
ď,Ď	č	Ĭ ƚŏƓŏdž
ď,Ď	č	ƧƓĿǰ
ĎĎ,đ	ē	ƻ ŬĂdž
čĕ,ď	Ē	Σ Ƨƿdž
Ē,Đ	Ď	Ĭ ďƓdž
ď,Ď	č	ƚư Ƨdž
ď,Ď	č	ȝƑƓ
ď,Ď	č	Ĭ ơƓ ƿƬƧdž
Ē,Đ	Ď	Σ ƿĿǰdž
ď,Ď	č	ƚƆƧƬ ƆƘƓ
ď,Ď	č	Ĭ ηĂƧ
ď,Ď	č	Ɣƭ Ɠdž
ď,Ď	č	ýơdžƔƑƓ
%Ččċ	ĎČ	ĂĵĐĿĔ

Ĭ ù5ĿĂηƧƿŏƚ ơƓ ƙƒƧƺdžĆƑĐĿĐ(čď) Đƺ ýĂηƒ ƙĆƓƺ Ƭǂƙ

ÜĻĂďĜĭơďĵĂ ÜĻĂù ʅďĵĂ ÜĻĂù ĝ ĂďĴ Dŀĵĵ ďžÜùĝĵŽďĵ 2 ĵĜĭ ĹĂĵĂ Lĵŀĵĵ
Dŀĵĵ ďž Üĭ ĜďĵĂÜĭĞ !ĵĂ ÜĻĂ ĵŀĵĵĂ ÜĻĂơĜĵ !ĵ LĂĵƬʅďĵĂ ÜĻĂư ʅďĵĂ
ýĂĵŋ!Ĝĭ LĵĵďŽĂNĵĜĵơ DŀĵĵLĸ ĸĂĜĸ LĵĵĵÜĻĂʅĜĭĵĵĂ ÜĻĂĕďĵĂ ÜĻĂĸĜĵ
ĜĜĭďĵĵĵùǂďĸƚùďŽĜĵĵ ƚ!Üĵ Σ ǂžĸ ĸĜĵĵ || ĐŽĐĵ ƈĵĂ ĂNĵĜĵĂ (čď) Dĵž
Lĵďž – ă ʅǂĵ – ă ʅPÜĵ ƚ!ĵ Lĵ ĜŽĵĂĵ !ƚĵŽďĵ Ĭ Ώ Ăĵ ƚ|ƜĵĬ !ǫDŀĵĵďž
ĜĵĵŽĬ Ŗĵ ĸĜĭ Lĵĵĵ ĵĵ5.% ďĒ Ĭ !ĵĂơ ĸʅĵĭ ŖĵĂ ƚ ơĵĵ ĵŖNĵĸ ĵʅďŽĜĵĐ
:Ĭ ĐŽĜĵ čĐ) Dĵž ýĂĵŋ!ĵ

(Čď) !ĵĵ üNĵĵ

ĂǂNĵ DŽďŽĜĵ ĕĵĐĵŽ ĵĵĵ ĵƬĜĜĵNĵ

ĵĜĵ|ĂDǂĵ|ĸnNĵ DĵŽ ǂNĵDĵŽ

(üDĵĵ5Nĵ Ăʒ DĵĵĜĐĵĵ 3 DĵŽ)

ĸĜďĵž	ĵĵĵĒ	DĵĵNĵĵĜĵĵĜĵ|ĂDǂĵ|ĸnNĵ DĵŽ
Ďď,Ē	čď	Ĭ ĵĵŖĵĵDŽŽ
dĎ,ē	čě	ă ĵĵžǫDŽŽ
Ďď,Ĕ	čď	Ώ Ăďž/ăĂĻĵDŽŽ
čď,đ	ě	Ĭ žďĵ DŽŽ
%Ččċ	**Đē**	**ĂĵĐĵĒ**

Ĭ ĵĵŖĵĵ DŽŽĜĵĵĸĵ ĝŽďĵ ƚơďŽĵ Nĵʅďžĭ ďŽĵ || ĐŽĜĭ LĂďžŖǫ DŀĵĐ
.(%čď,đ) Ĭ žďĜĵŋ!ĵĂ (%Ďď,Ĕ) ă ĂĻĜĵ ĵĂ (%dĎĻĒ) ă ĵĵžÜĵĂ (%ĎďĻĒ)
Ĭ !ǫDŀĵĂďŽĜĂĸʅĵĜďž NĵÜĻǂ!ĵ || ĐŽĵʅďŽĜĵÜ ƚơďŽĵ ĜĂÜĵ ýž!Ă
.Σ ĸďĵ ƚ Ţ Ĝ ƚ ĵ ĸĂ ƚ ĝŽďĵ ĐŀĵĜĜơĵ ĜʅT! ýďĵ ďĵ ʒ Ă ɣ Ă NĵĂŖĵ

ýĂĵĵùŋ!ĵ ĜĵĸʅĜĐĬ Ŗĵ ƚ ŽĂĵž NĵŽĜĂ (čċ) Dĵž ýĂĵŋ!ĵ LĵĵĵǫĂ
LĐ|ùT!ĵ LĵďŽĜďžĵĵÜ Ĝďžǂďĸƚơďư ĂŖĵʅĂ !ĵĂ (čĐ Üčď ÜčĎ) DĵĐ
Lĵďžĵ|ƜĜĵʅT ɣĜďŖ ĵ Ĭ DŽĵĵĜĵĬ ơư Ɗƚŋʅĵ ɣ Ŗĵ ĵýďŖ ďĵ ʒ Ă
|ĵŖNĵ|ůŋĵ ĵ ĸÜĵďž 5Ĝư ĜPĵĵĬ Lĵă Ŗĵ ʅďĵ ÜĜĵĂĵ ĜĂĬ Ώ Ăĵ ƚ|ƜĵĂ
ýǂT!ĵ ĵŖĵ– Ăĵďĵ|ĐŽĵĵ ||ůŋĵ ĵĂ Üýďĵ ďĵ ʒ Ă Lĵ5Ĝĵĵ Ĝůŋĵ ĵ ƚ|ƜĵĂ
ɎĜƚư ĂĐŽĵĵùĸĂ ÜĜĵĵ!ĵ ƚ|Ɯĵ Ĭ 5ĜʅĵŖĵ ɎĜư ĂĐĻĜĵ|ĵĜĵÜ ĸĜĸĜĵĵĂ –
LĵĜ5.Ĭ Ώ Ăĵ ƚ|Ɯĵ Lĵďž– ƱĜĵ Ĭ žĜŽĵÜĵ ||ʅơ!ĵ ýư ĝʋ– LĵĵĵĵLĵƱĜĵ
ĸĜĵĝĵ ƚùžƜĭ ŽĂù!ĵ Lĵďžĵ LŽ 2 Tǂĸƚ ŽĜĵ ĸĜĵŖ ĵ LĐʅLĐŽ5ů!ĵ

:Ĭ !Ćĺƒ ýĂƥƞ!ƒ KĆĞĺƥŕŊ‡žkĞĺŽŇĂ .‡ĐƶƶƦ ďƶ yĐŽŽ‡ĐƦ ďƶ ĢƒŠŢ!ƒĂ

(ČĐ) !ƫƥ üŇƥƚ

ĂyĞĞĸƥĭ ƫĐ ƶƥĸŇĸ ĐƥŽĂ‡Ňƥ ĐŽŽŽĢĜĸ ĸĢƥĐƥĎŏYĐŽŽĸƭ ĢĞ ĢƥĿŬŖŇƥ

pĸŇĸ ĐƥŽ

hĞ ďƶ	cƫƥĿ	hŇŽƶŽ
čĕ,Ē	Ďč	LĂƫƲĂďƶ
dČ,Ē	ďď	(‡ŏƞŢŠĂƒ) LĂŠŏ!ƒ
Ē,đ	ē	yĿĢ ďƶ KŭďƶŽ
ď,ē	Đ	yŏƥ ĂŗĂƥĿďƶ
čĎ	čď	ƔŭŬ!ƒ
ĕ,ď	čČ	LƥŠƥĢƒ Šǭ
čđ,ď	čĒ	ăƥĂƥùơďƶ LƫďƶKĢƥŬ!ƒ yŏďƶ ýPƥƒ
Ď,Ĕ	ď	KĞĞďƶ ƔĞŢ Đ
%Čċċ	ČċċĒ	ĂƫĐŬĐĊ

‡ùžŏŬ LƫďƶŇƥĢŢĐLĐƨƞƲ ĞďƶKhƙ (čđ) Đƶ ýĂƥƞ!ƒ ƒŇƥKĞĺƥĭ ƙƙ Ğďƶ– ŇƫƫKƥĂƒ Ĭ 5– ĐƶƥƙĂ ÜƥĐƶƦŃƶ ||ŭmƦ ƒ ÜƥƶŠďƶƞƙ Ŭ Ĭ ƙƒ ĢƒŠŢ!ƒ ||ùĐŽŏûTƙ‡ ŏơ .‡||ƥĢ !ƒ ýĂƥƞ!Ğ‡LƥƥďƶƦ ‡ŏŽŏďƶƒ ƥŇĂŢ!ƒ ŇƥKĞĞ LĐƨƞƲ ĂùơLƥ Ĭ ĐŽ||ĐƶƦŃƶ Ĭ ‡ĐƦďƶLƥďƶĐƥƥƥ ŬŏďƶĬ ĐŽLƥĞĞƥ lŠƥ Ĭ !ƫKĞĺƥ :Ĭ !Ćĺƒ

Ĭ žƥĞhŠùULƥùmƥĂ LƥďƶƲ ‡ŏƞŢŠĂƒ) ‡ŏŠŏ!ƒ LƞƥƦ ƔĞŢ Đý/ŏďƶ- č ƒĂĞ‡ĐLƥƥƒ‡ƞƲLK ƶĐŽ ŏơ ÜĐƶƶƦ ďƶ yĐŽƥ ĢŠŢ Ĭ ĐŽŬĞƥŠ‡Ŭƒ Đƥ|| ĐƦ ďƶ .||ĐƶƦŃƶ‡ŽĞŭ !Ğƶƥ Lƥďƶ%dČ,Ē ‡Ƒƒ lƥŇƥĭ ĐŽ

ŠùULƥùmƥĂ Lƥďƶ%čĕ,Ē Ĭ !ƒĂơ ĐƥƞƲLK ƶĐŽ ƙƒ LƥƲĂďƶ‡Ƒ5 Đƶ Ď .‡ĐƶƶƦ ďƶ yĐŽŽ‡ĐƦ ďƶ ýďƶƦ ďƶ Ĭ žƥĞhƲ

lƥĂƥùơďƶKĢƥŬ!ƒ yŏďƶ "‡ĐƶƶƦ ďƶ yĐƶ ‡ŽĞƥŽƶ ĐŽĬ ƙƒ ‡Ƒƒ Đƶ ď .‡ŽĞƥ KƥƥƥƙLƥďƶ%čđ,ď‡ƞƲLƥƥƫKŠĞĐ ŏơ Ü ýPƥƒ

Đƥƥ!ƫƒĂŇƥ LƥďƶŇĂ "LƥŠƥĢƒ Šǭ "‡ŽĞƥ ĐŇƥŽĐĞƥ !ƦƥžƲƥƞLĐƶ Đ ƔĞŢ ĐƥŏPĐĂ yŏƥ LƥĂƥLƥďƶĐƔŭŬ!ƒ ĐŽŽĞƥ Lƥďƶ%ĕ,ď‡ƞƲLƥƥĂŠŢŏĐƶ .ĐƥƞƲLLƶ ƺ !ƥ !ƒ ýĂƥƞ!ƒ KĆĞĺƥŬŢ ƫ LƥƙƒKĞĞďƶ

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(ČĒ- Čđ) !ʂþ üŇŀǰlJ

KϴϭǱĿ ĕǫƨĐļĎŏŶĐĶůĔț ǭƬ ϹĿĿŬŀŀŀŅŀǰ

Ďļž ļĿ/ŀĐŋǯĔüϴĐƒžϴ ϸżŀŃǰĐļŽĄļŀŃǰ ĐŽžŽ

ŀǴďž	ϲǫǰĿ	ŀĐŋǯĔüϴĐŃĎļž ļĿ
Ĕ,ĕ	Ĕ	ƧĂƧŧǰƒ ƺ ŬĂɦ
čŰč	č	ŀǒŢůƒ
ĎŰĎ	Ď	ůź!ƒ ĂɦĐƺ ŬĂɦ
ĐŰĐ	Đ	Dž !ƒ Ƨǰ
ďŰď	ď	ƧŢ Ǵŀ ǒŤǰž
ē,Ĕ	ē	ɣ Lǒ Lǰŧ !ƒ
đ,Ē	đ	ŀ ŀǴŀž
čŰč	č	ýǒǰž
ĐŰĐ	Đ	ƧŇ
ďŰď	ď	ŀǒŀǴƒ
Ē,ē	Ē	LǰŢǴŀǰ
ďŰď	ď	ŨƧƒ Ư ĂƧ
ďŰď	ď	ýơǴ!ƒ
ďŰď	ď	ŨƧ ďž
ďŰď	ď	ŀǒƒƧŢ!ƒ
ĐŰĐ	Đ	ŀźĐŽ
ĐŰĐ	Đ	KǴ Kǒ!ƒ
ďŰď	ď	ŀǒǰ!ƒ ƧŢ ďž
đ,Ē	đ	(Ƨư ơ!ƒ) LƒĂĐŽ
ĎŰĎ	Ď	Σ ďž Lǰž
čŰč	č	ĂǒǴž đ
čŰč	č	ƺƒƧĂƒ
čŰč	č	ŀǒ Ǵǰ
čŰč	č	ŀǒƧƱďž
ĐŰĐ	Đ	ŀǒźŢ!ƒ ɣǴǰ
ďŰď	ď	LĂǒ!ƒ
ĐŰĐ	Đ	Ĭ ĐŽƒ
čŰč	č	Dž !ƒ ŀ Lǰ ďž
čŰč	č	LǰŀǴ
		ĂĻĐĿĔ

.(Đ) Dҗž lƧĂŢ !ƒĂ (čĔ) Dҗž ýĂɲ!ƒ Ĝǉdž kǏ Ŗƒ KĜĜ!ɓ NǰKĜĜ Ĝǉ ĞŽNĵ

(Čē) !ɕɓ üNǰU

KĜĜĘl ĔɓDŅĔɓŅĔĹĔ ǧ ƎT ĈĘĹŅNǰ

DǰžĘŪNǰƨ Θ ɓŽNǰ ĐĔŽǰ DŽŽ

ƕĜɖǯ	ɑŶ	DǰžĘŪNǰž
ĔĐ,d΄	ēđ	ƚDŖŽdž|T
dǕd΄	d΄	|| ƧT ƚ|T
čĐ,Đ	čč	LǰŔĵƒ ĂD ƚDŖŽdžƨɳơ
Ččċ	**ēĔ**	**ĂǰĐĹĔ**

ƒŖù NǰKƒɓƨùƨdž !Ĝǆɕ Lǰdž%ĔĐ,d΄ ƚŕǔ LǰLǰ ƚ ǫƨǒ ǒƨ ŕNǰĂT!ƒ Kǰ ǂD ƚ ǒơ Ŭýù ɭɒ Lǰ ǆǆɕĜŢ D Ŗƒ ƽ ƱĜǰž\|\| DŽĂD ĜǆǒŬƒ ɓǒ ƚ DŖŽdž\|Th LĂ ǆǒ ƚ ơɦɓ ƧùdǰƒŬ\|ƧT ƚ\|Th LĂ ǆǒ LǰŖƒ Ʊ\|ƼDǰ%dǕd΄ ƨĂɦkɓkŬ ƚDǰž ƚŕǔ LǰLǰĂ DǰNǰ\|\| DŽǂ ŃǰǏ ǂDŖŽ dž Lǰ ǰŽ ǒ ƚ ĞĜ\| LǰLǰ ǰNǰɕ ĜŢ D LǰLǰ ƽ ŕǔ Ĝdž dǒ ă Ŗƒ .ĜĵɓĜǆ Ǐ ƱĂƒ ƚ\|ŖƱƒ ƧT ĜŽ Lǰdž

ƚ ǰĤĜŬĔ ɦ ƼNǰ üDǰĕ DǰŽƼNǰ - č

ƚ ǒǰĂ ƚ ǒŖƱƒĂ ƚ ǒĜĂ ƚ ǒĜƨŬƒ ƒ ǰĜ P!ƒ Ǐ DŽLǰŬƒ Ǐ ƒơ ĜƨƨkLǰĂ yDŽ!ƒ \|\| DŽǂ dž ƧùTǒƧ ùǂ : Ƨ Ƨùƨ LǰLǰ ǀ \|ɦǕ ƚDŽ dǰ yDŽ Ǐ ǂDŖŽdž Lǰdž Lǰdž ĂƚýdŽ dǰƽĂ Ǐ DŽLǰɓƨ kKƒƨdǰ ƨ Ǐ NǰĜĂ ƚ NǰĜǆ ƒ ƚǂDŖŽdǰ Ǐ NǰĜĂ ƚĜǰĂ ǂDŖǒǏ Ŗƒ yDŽ ĜĂ ƚĜƧT!ƒ ƚ ǒDŽ Nǰ ƱĜ ă Ŗƒ lƧ Ŭƒ ĜĜ ƨD ƚùǒŽĂLǰĜƧT Ǐ DŽLǰĂT Ƨơǒ ýNĂ ƚ DŽ dǰyDŽĜƧT Ǐ !ɕDǰƼkǏ Ŗƒ ɣ ĜŬƒ ĜĂ ĜƧT!ƒ ƚƱơ! ĜǰLĂƨTǒǏ Ŗƒ Σ ǒ ĜŬƒĂ ƨƨĜdǰǏ NǰĜĂ ƚyDŽ Lǰdž Lǰdž ƚùǒŽĂLǰ Nǰ\|\| DŽƨĜdǰ\|\| DŽĜ ơɕƨ ƚ Ŭƒ ƚ Tǒdǰ ɭɒĂ ĜĜ ƨDăTĂ ŬĜɦɓ KŬŬɓƒ Ǐ DŽƧ ɲĂŖƒ ýŭP LǰĜDŽ ĥĜŬƒ Ǐ DŽLǰĜĜɓƒ ƨơǒǏ Ŗƒ KŬĜŢŖƒ Lǰ ǂDŖǂ dǰ LǰŽĂ ƚ ơɦɓ ƒŖNǰKƒɓƨɕdž Lǰdž LǰĂơɦ dǰ KĜĵŖƒ Lǰdž ǒĜŬƒ .ĜĂ !ƒ Ǐ DŽLǰƨĵɓĂD

Lǰ ǂDŖǂ dǰ ĈŭǒùNǰLĜ(čĕ) Dҗž ýĂɲhɭƨĂƒ KĜĜɓ ɓƨkɓ T!ƒ ƒŖNǰǏ ƼĂ LǰĂùƒƨ DǰĜ ĂŬLǰŖĹŖƒĂ ƒĂDLǰƨĜ LǰƨƒƨhɦĂ ǒ Dǰɕ lƧĜŬƒ ƽ ŕǔ Lǰdž ýdŽ dǰƽƒĂ TLǰdž ƨǒ ĂDƽĂ !ƒ ƒŖNǰĜƨƒ Dǰƽ ŕǔ LǰĂɓɓ.

(ČĚ) !ƾȫ ünǋǉǚ

KϴƠǭĿƖ ƐǬƿǼDǆǚǑǋYƠƮǍǓĖƫ ǫƿT ƠǬĖǙǮȂǆǋ

üDǇǛ DǬǮƸNǆǉǉ!NǆǇȣƦ ƖȻDǢǋY ƒ ƨΘ ƿǂǕǆ DǬƸǋǼȂNǆ DǄǓǄǍ

hǴǖǋǍ	ǬǭǚǥĖ	ƿǂǕǆ DǬƸNǆ YǆȣƦ Ɩ ȻDǢǋY
ĕ ĕč	Ē Ěč	Ɩǭǋƒ Ă ƖƧdž ƖǭǕǭǇdž Kƒ Ƨdž
%čČČ	ĔĔ	**ĂǋǋǇDǋǕĔ**

DǆǬǤ ǇǶǝǋƒ Kƒ Ƨdž ǇǭǍ ýĂơ DǆǬǛĂ ơǆǋǆǋǅǆǋơ LǋǬ ơǤǭ NǋĂ ǤǍǍǚơ ǁǁ!Ʀ Ĭ DǋǋĂ
Ĭ !ǤǇdžǤǤ LǆǇdž%ĕč LǆǇ hǬǋǆǋ KǗǬǋƦ Ǖƒ KǗǤǍ ǂ ǒơ ÜDǋǋǋ dž ǞDǛ ǆ Ă!
ǂ hǆ LǋǤ ǤǍÜǬǭǕǭǇdž Kƒ Ƨdž Ă !ƒ ǬNǋ ƧǤ DǇǆ ǋ NǋǂĂ ǂDǭ ǂ ơǆǋ Kƒ ǭƧǋdž
Ă ù NĂ. Ƨdž ǆ ĂÜ ǆ Ă !ƒ LĂ ƨǒLǆ ƒ ǕƖDǋ %ĕ ù hǆ ǭǋ Ĭ Ʀ Ă ǂǋǤǆǂDǋǆ !ƒ
Ĭ ǂǤǋ Ǖƒ YǤ !ƒ ǂ ǂǕ dž ǬǋǋǋơƱ DǂDǋǋ dž ǞDǛ ǆ Ă LǋĬ Lǆǭ ǆ Ƨdž ƒ
NǋǋǍ ǋ ǬǋǤ Ĭ LǆǋĂ ÜǤǍǋǋ ǤǍǋ Ĭ Ǖ Ăƒ ǂǋǆǋ ƒ KƒǤǋǋǋ ƒ Kƒ ǬǤǋT DǋǋǍ ƧƧ!ƒ
.ǂǋǋǕ ƒ Ă !ƒ LǋǋDǆǋǋǋ Ă DǋǋǋǋǋǋǕ ǂǋǋǋǂǋǋĬ ơǆ D

Ĭ Ʀƒ YǤǋǋ Ǖƒ Ĭ Dǋǋ ƨƨƦƒ Ĭ !ǫLǋǋǆǋǋǍ Dǋǋǋƒ ƨ ƧƧ Ǭǋ LǋĬ ǆǋǋ ƒ LǋǋǤǋĂ
LǋĂ ǂ ǂ ǤǕ ÜǂDǋǋdž ǞDǛ ǋǋT Ĭ DǋǋǋǋǋǋǋǤǋǕ ƒ ǁǁ!Ʀ Ĭ !ǫǋǋT!ƒ ǁǁ Dǋǋǋǋ
Ĭ ǁ ơ!ƒ ƧǋǋƦĂ LǋǋǕ Ă ǂǋǋǋ ƒ ǋǋĂ ƧǋǋKơ Ƨ ǆ ǋ ǋǕ ǋǋǋƒ LǋǋĂ ǬNǋ
ǁǁ ǋǋƒ Lǋǋ ĂǋǋÜKǤǋǋǋ Ǖƒ ǋǋ ǬK(Ĭ ǋǋT ǁǁ Ăǋǋ ǋǋǋǋ ĂǋǋǋǋĂ .ǋǋT!ƒ Ĭ DǋǋǋǍ
.(ĎČ) Dǋǋ ýĂǋ !ƒ ǋǋǋǋĂ ǕǋǋĬ Ʀƒ KǗǋǋǋ Nǋơ ĂDǋǋǋǋNĂ ă ƨ ǫ

(čč) !ƾȫ ünǋǉǚ

KϴƠǭĿƖ ƐǬƿǼDǆǚǑǋYƠƮǍǓĖƫ ǫƿT ƠǬĖǙǮȂǆǋ

ƿǂǕǆ DǬǋǋǋ ĂǋY hǋǋǋ ǋǋǋ ǋǋǋ ƒ ƨΘ ƿǂǕǆ DǬƸǋǼȂNǆ DǄǓǄǍ

hǴǖǋǍ	ǬǭǚǥĖ	ǋǋǋ ǋǋƒ ǋǋč
Ěĕ,Ē	ĚČ	Ƨ Ǖƒ KǗǋǋǋǋ KǗǋǋǋ ƒ YǋǋǕ
čČ,Ď	ĕ	ǋǋǋ ƒ /ă ǋǋǋDǍ
%čČČ	Ěĕ	**ĂǋǋǇDǋǕĔ**

YLǤ LǋǋǋǋǋƒǬNǋLǋĬ NĂ ÜǋǋǋǋǋǋǋơǋǋǋǋĬ !ǫKǗǋǋǋ ǋǋǋǋǋǋ ǂ ǒơ
KǗǋǋǋƒ YǋǋǫǂýǋDLǋǋĂNǋǋǋǋǂDǋǋ dž ǞDǛ ǋǋT Ĭ DǋǋǋǋǕ ƒ ǋǋT!ƒ ǁǁ DǋǋǍ

[illegible]

[illegible]

[illegible]

[illegible]	[illegible]	[illegible]
đĔ,Đ	đČ	[illegible]
Ďđ,đ	Ďč	[illegible]
čē,ě	čĒ	[illegible]
Čċċ	ēĔ	[illegible]

[illegible]

[illegible]

ƨùǂŀDD ŀƌŀǁLǃǀǔ ÀďǮ ǂJ5 Lǃ ďŽ ƉǀƐǁ ǀƐǁ Dŀǅǃ ă ƨPD ǂ ŏơ Ǵ LǃǀǓ Ǚ ŏơ Ǵ LǃǀǮ Ňǰ
ýĂ ţ ơ!ƒ LǀǅƶŏǪ ŏǕ Ĭ Ƙƒ – Σ ǘ ďǮ ǂ ţ Ǿ – ýDǮ Lǃ ďƶǀǅǀ ƴ ÝƒǀǕ ǃ Ǿ ǔ ňƒ
ýDǮ ƒ ƽĂ ţ ǀǿǀ ƉŽ LǀDǮ Dŀǅ DŽ Lǃ ǀǓ ǙǀƐǁ ţ DƳ ǀƨǓ Ĭ ƶ ǀǓ ƒ ƽĂ ţ !ƒ Lǃǀǅǀ ƉŽ
.(Ē) Dǀǅ ƖƨĂ ţ !ƒ Ňǁ ǂ ǀƙ ǀďǅ Ňǂ ǀƐǁ ţ Dư ǀǅǁ ǃ ǂ DƲǂ ďǮ

Ĭ !ǥ ýƒ ǀ ţ ǀǅǁ ǰ ǀǅ Lǃ ǀǅ ǀǅ ǀǅ! Lǀǅ ǂ ǀ ǀǮ ǀ || DǕ ǀ ǀǮ |ơǀ LǃǀǅǀǅǀǅǀǕ
ăŤ ǂ ǀǅ ǀ ţ ďǮ ýDǮ DǮ ǂ DǮ ďǮ ǀǀǅ ǀǅ ǀǅ ǀ ă ǀ ďǮ ƨǀ Lǀ ǂ! Dǀǅ ǀǅ Lǀ ǀǅ
.(ĎĎ) Dǀǅ ýĂǀ!ƒ ǀǅ ǀǅ Ňǀǅ ǀǅ ǀǅ Ǚǀ ǀ ǀǅ ǀ ǀǅ ǀǅ ŏǀ ǀ ŏĬ Ƙƒ ǀǅ

(čč) !ǥ ǀ ǀǅ

[illegible]

[illegible]

[illegible]	[illegible]	[illegible]
Đď,č	ďČ	ýǀǅƒ
čĎ,ě	čď	Ǵ Lƒ
ĎĒ,ē	ďč	ƨĂ ǂ ƒ ǀǀǅƒ
ď,Đ	ď	ǂ ǀǅ ƒ ǀǀǅƒ
		(ǂ ǀǅ ƨĂ ǂ) ǀǀǅƒ
čĎ,ě	čď	Lǀ ăD
	ČČď	[illegible]

ǀǅƨT!ƒĂ ǀǅ ǂ ƶ ǀ Ĭ !ǥ ƨŏ ǀǅ ǀǅ ĎĎ) Dǀǅ ýĂǀ!ǀǅ ǀǅ ƒ ǀǅ ǀǅ ǀǅ
.ǀǅ ǀ ǀǅ ǀ ǀǅ Ĭ !ǥ|| ǀǅ ǀǅ Ăǀǅ ǀǅ ŏ ǀ ŏĬ ǀ Ă Ǚ| ǀǅ ǀǅ ǀǅ ƨT Ĭ ǀǅ ǀ ǀ Ĭ Ƙƒ
ǀǅ ƒ ƨǀ Σ ŏ ƖƨďǮ ǀǅ ǀ ǀǅ ǀ ǂ ǀ Lǂ!Ă Ǚ| ǀ !ƒ ǂ ǀǅ ǀ ǀǅ ǀǅ ǀǅ Ĭ Ňǀ
: Ĭ ǀǅ ǀǅ ơư ĂĎ Ƙƒ Lǀǅ ǀǅ ǀǅ ƒ ýǀP LǃǀǅǂĂ || ǀǅ ǀǅ

ɣǀ ţ Lǃǀ ǀǅ ǀǅ ƨT!ƒ ǂ ǀǅ Ĭ 5ǂ ǀǅ ǀǅ ǀǅ ǀǅ ǀǅ ǂ ǀ Lǀ ǀǅ LǀD- č
.Lǀǅ ǀǅ ƨǀ Ňǀ Ă Lǃǀ !Ƙ Ǚ(%Đď) ǀǅ ǀǅ ýǀǅƨ!ƒ
ýDǮ!ƒ ǀǅùT Ĭ 5ǀǅ ǀǅ ǀǅ ǂ ǀ Lǀ ǀǅ ǀǅ ǀǅ ǂ ǀǅ ɣǀǅƒ ǂ ǀ ǀƒ Ĭ 5ǀǅ ǀǅ ǀD
.%ĎĒ,ē Ĭ !ƒĂơ Lǀǅ ǀǅ ƨǀ Ňǀ Ă Lǃǀ ǂ ǀǅ ďǮ
ǀǅ ďǮ ǀT || !Ƙ Ĭ 5ǀǅ ǀT %Ď,ěLǀ Dǀǅ ǀǅ ǂ ǀ Lǀ ǀ ǀ Dǀ ǀ !ƒ ǀǅ Lƒ Dǀ ď
.(Lǀ ă ǀ) Lǀ ǀǅ Dǀ ǀǅ ǀD
Lǀ Lǀ ǀ Lǀ ǀ Dǀ ǀ !ƒ (ǂ ǀǅ ƒ) ɣǀǅƒ ɣǀ ţ LǀǅLǀǅ ǂ ǀ Lýǀǅ ǀǅ Đ

Nǀùu ƌ ĂĐă Rù !ƒ Lǂ ‡ĐĚǌ ĚŽ ĂĞ dǌ Ĩ ĩù Lǉ ÿĕ ĂĞ Kĥ Nĳ ĨĞ ǀ Ă .%Đ,ď
ĈĂ ù Nǉ ǿ ĥ ŏ Ĩ Ŗ ‡ ‡ĐĚǌ dǌ ÿĐ Ĩ Ǌ Ǉ Lǖ ÿƒ !ƒ L‡!Ă (Đč) Đǆ ÿĂ ŋ!ƒ
.(ĎĐ – Ďď) Đǆ Lǖ Ă ŋ!ƒ Nǀù ƌ Ăŏ ƻ Ă ǁ ǀ Nǂ ĞǇ Ʃ Ĩ ĐŽ

(čĎ) !ƒ ü Nǀ U

KĞĔ Ł ǅ ĐĎ ĞĔĚŽ Ļ ǃ Ŧ ǈ Ǆ Ň

Ǆ Ǖ ǀ Ƨ Ɵ Ɖ ĐĞ ĐĎǍ

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ĐĒ	ĐČ	‡ĐĚǌ dǌ ĥüdǌ
čđ,Ē	čď	(Kŏ ŵ ŁƤ) ‡ĐĚǌ dǌ KĞ ĐĂĞǌ
čĎ	čČ	(Ŀƨ ŋǉ Đ) ‡ǆ Ğ ŋ‡ KƒĂ ĐĎ
čĎ	čČ	‡ĐĚǌ dǌ Ĩ ǉ Ă ‡ĐĎ
č,Ď	č	ĿƨĞǉ Ǐ ǀ ‡!ƒ
č,Ď	č	KƒƧ ǫ ƱĂ Łǉ
Ē	đ	KƒƧ ǫ ƧĞ ÿƱƿ
č,Ď	č	YƿĂ Ŗ dǌ ǀ Ğ
č,Ď	č	ƻ ƒĂ dǆ ƿǉ ƒ ơ
č,Ď	č	KƒƧ ǫ ŁĞ
%Ččċ	ēĐ	ĂǀĐŁ ĐĚ

Ʊŏ ù dǆ ŋ ĞĂ ŏ LĐ L Ŏ ĞĨ Ĩ ĐŽ ǌ ŏ Ʊ !ƒ Lǉ Ǆ Ǩ ƽ Ĥ Ğ !ƒ ÿƒ !ƒ Ĩ ĐŽ ‡ĥ ů!
Ʊŏ ĐǄ ƒ ĥ Nǉ ƻ ǁ Đ ŏ .‡ĐĚǌ dǌ ÿĐ Ǌ ƽ Ă ǁ ĞƻƱŏ Ĩ Ŗ ÿĐ Ǌ /ĿƧĞ Ŗ YƒĂ Ǖ
Ĩ ù Ŗ KǕ ĥ Ğ|dǌ ÿů ùƤ Lǉ (Ďď) Đǆ ÿĂ ŋ!ƒ KĞ ĞĞǉ Ŗ YƒĂ Ǖ LǇ
: Ĩ ĐĚŽ ǆ ĞǍ Lǉ ŏ ĥ KƒƧ ǆ ǀ ŏ ǀ Kŏ ŋ Đ

Σ ĥ Ǖ ǆ Ĩ 5LĂ ƻ ŋ Ğ ƒĂ Ğ KǕ ĥ ǌ dǌ Ǆ dǌ Kŏ ŋ Đ L Ǆ ǆ ĞĐ ƿƿǅ LĐ č
.Lǉ ĞĆ Lǉ ŏ ĥ KƒƧ dǌ !Ğ Ǆ Lǉ %ĐĒ ĈĂ Nǂ ĩù LǄ ǆ ŏ ‡ĐĚǌ dǌ

KĞ ĞĚŽ Ă ǆ Ĩ ù5LĂ ƻ ŋ Ğ ƒĂ Ğ KǕ ĥ ǌ dǌ Ǆ dǌ Kŏ ŋ Đ L Ǆ ď ƿƿǅ LĐ Ď
.%čđ,Ē Đĩ ĩù L Ǆ ĐĂ (Kŏ ŵ ŁƤ) ‡ĐĚǌ dǌ

‡ù ŏ ǀ Ǖ ƒ Ĩ ù5LĂ ƻ ŋ Ğ ƒĂ Ğ KǕ ĥ ǌ dǌ Ǆ dǌ Kŏ ŋ Đ L Ǆ Č ƿƿǅ LĐ ď
. %čĎ ù ĥ Đĩ ĩù L ƽ ƿƿ Ă Ǖ ‡ĐĚǌ dǌ

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	čē	[illegible]
	Ĕ	[illegible]
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	čđ	[illegible]
	č	[illegible]
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	čČ	[illegible]
ĎĐ,ē	ĎĎ	[illegible]
	čĎ	[illegible]
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	Đ	[illegible]
đ,Ē	đ	[illegible]
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Čċċ	**ČēČ**	

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(čĐ) !ƫƥ üŃǥǰ

ƥżŀǈ ĐǰžĂyĠǵuďĞDŲŃĐŽǯŠǵĿDżǩ ĐǰžĿǂ ǰƐ

ǶǴ ďǰž	ƈŋǰƐ	ŬǴǵĿDŽǯǂǃ
		ƨ ǴĐǰž
čē,Ē	dĎ	Lǰǵ dž- č
ĕŬĕ	čĚ	KǴǰĞDŽǯǂ Ď
ĎŬĎ	Đ	ýƥǂ ď
čŬč	Ď	KƨƼĂDžĐ
č,Ē	ď	LǰǴ5- đ
Ē	čč	KƨĂDžĒ
ĎŬĎ	Đ	ƨLǰȠ KǴǰĞDŽǯǂ ē
č,Ē	ď	Kǵǰ - Ě
ĎŬĎ	Đ	KǴĕŢ Ĭ ƙ- ĕ
ē,č	čď	ýǴŬǰ ýƥǂ čČ
ď,Ě	ē	KǂǴ - čč
čŬč	Ď	KǴLƨǩ- čĎ
čŬč	Ď	ĂƱǴƥ- čď
čŬč	Ď	Kǵǰǰ - čĐ
		ƚ ǰǂǴDǰž
Đ,ĕ	ĕ	DĂƚƨɳơ — č
ĎŬĎ	Đ	ƚƨ ƚƨɳơ - Ď
Ď,ē	đ	Kǵƨǰǰ—ď
.Ŭđ	č	KǴǰǴ - Đ
č,Ē	ď	ɤǂǴdž đ
		ǶǴǵǰŃ ǰƚ ǰŃǰ
đŬđ	čČ	KǴǰƨ5ĎŽ
Đ,ĕ	ĕ	Kǚǰǰ ƙ
Ď,ē	đ	Kǵǚƛ
dŬď	Ē	KǙǴƺ
Ď,ē	đ	ƟĂƨdž
č,Ē	ď	KĂǚĂ ƥǂǰ
.Ŭđ	č	ɤǂǂĂ KǴĂƨǂĂ ƭ Ţ ǂǰ
Ď,ē	đ	Kƨǵ ǰ ƨǴǂ ýƱƥ
Čċċ	**ČēČ**	**ĂǰDŲĚ**

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ŧ|ħĜűî[!ƒ ýǥĴĂž!ƒ Ŋǰ]yĐĎžŕ ƙ ă Ŗƒ ƨĂǿƒ ƨĂƨhǿơ ǿĮž ƨdǰƒ ƨ[ŖŏŮ Lǂ!Ă
ĜíĹŊǰĂ .yǯĂǿƒ ĿƨĴǿ ýdǂŖ ŊǰŖ Ĭ 5" ǯ Ă[!ƒ " ƨƨhŏýh– ĻǿǿžƙdǰĜĵŭŏűr ǯhǝ–
Ŋĵ]ŏĐŽŽK ǿǂĐĜžǰžĻǿƙdž– ăƨPĐ Kůŏ[ǯ Ĭ !ǥLǿĂơhdžK ĜǿŖ ƒ ƨŏŤƙ
ĮƨùŏǮ LĚ ƨŏdžýdžŖ[dǰ ǯ Ă[Lǰhŀ oĥǿ KǰǯdžǮ !ĜžǥLǰdž(%ĐĎ,Ē)ŧĥ]Lĵ
ǯĂù[Lǰhh(%dĐ,Ē)ŧĥ]LǰK ǿǱĐ|| !ǂ .ŧŏžĐĴ ĮƨĜ[Ɗ ƤƨhǯƒĂ[Ŭƒ Lǰdž
ĜǰǯǿùŏĜžĻĴ(%Đ,ē)ŧĥ]LǰK ǿǱĐ|| !ǂ ŨĜǰžĂĻǰĂ ŧžĐŽĺƨĂŧhƨŏdž ýdžŖ[dǰ
ydžýdžŖƒ ŧ!Ăĥĵ Ă " ǯ Ă[!ƒ yƦĂdžĻǰžǰƨ|!ƒ " ĂŊĵýdžŖ[dǰ ǯ Ă[LǰžǰƨŤ!ƒ Ĭ !ǥ
ýǥĴĂž!ƒ Kî[ǂž LǰĂ .(%č,ď) ŧĥ]LĵŊǰǥKƨĜĐĜžĂŊĂ Ŭýdžǰ[dǰ ǯ Ă[Ĭ žĵĜŏ
ŧžĐĴ[!ƒ Ĭ ù!ǥĐŏǯǿƙĬ Ŗƒ yǯĂǿƒĂ ɣĜŭŨĜŭ|ĐĎŽ[Ńǰ Ĭ ǂĐĴ[dž žĂ ŧŏǰǰ|ĥǰ!ƒ
ĐŏŊĵ– Đŏǿ ||ĐŽ[Ńǰ Ĭ žĵĜŭLĴƨUĻĐĶ5ŭ!ƒ LǰǯýdžŖ[dǰ ǯ Ă[Ĭ !ǥĂ ŧǂĐĴ[dǰ
ýĂǿĥ!ƒ Ŋǰŕ ĂŏĜžĂŊĂ Ŭ ǯ Ă[!ƒ Ĭ !ǥŰŏŋǰyǯƙĬ Ŗƒ ɣĜŭŭ! ǰĐŏ[ǯƙ LĴƨPŬƒ –
.(dČ) Đǿž

(Ďċ) !ǥǿ ŭŊǰĻ
ǿĂŊǰ ĐĴžǿŏǿ[ĂǂǰŭǰĜĻĖƒ ĴĜćĆ
ŭĐǰž ĐĴĂyǯĜǿŭdžĐŊĴĐĴž

ĥĜdǰ	ĉŏǰĘ	ŭĐǰž ĐĴžǿŏǿ[ƒ ĴĜćĆ
ĎĎ,đ	Ďč	ǿùŏǿĥ!ƒ ĜƨŤ Ĭ ĐŽŽƨĥ!ƒ ĐžĂ ǿǰƒ KǰŖ ǯŏŕ ɣĥŋ ŊǰǮ Đĵĵ
Ě,Ē	Ě	ýdžƒ ɣ[Ĝǿ
dē,ě	dđ	ǿǿĥ!ƒ Ĭ ĐŽŽǯĜǿĮƨĜ[Ɗ Ƥƨ ɣĥŋ
čČ,ē	čČ	ŧhž[!ƒ Σ Ĝǰ Ƶ ĂƨUĂ Űž!ƒ
č	č	KůơdžĜĵƨǯĂƙĐžĂ ǯ Ă[!ĜĵƨǯĂŖ
čĎ,ě	čĎ	Ƶ ŏLĵŊĜǿ ĻǿĂĥ!
č	č	yĐĴYĂĻĵ
đ,ď	đ	KĜǿžǰŧ[Ĝ ǿǿĥ!ƒ ƨĜ[ĐYĜƨŬ
%Ččċ	**ĚĐ**	**ĂĴĐĴĐĖ**

ɣĜŭŭ! ŧǂĐĴ[dǰ yĐĴ Ĭ žĵĜŭĜĵĂ[ŏĬ Ŗƒ KǰƨŏǯŖƒ LĐƨdǰƒ Ĭ 5ɣŏǮ!ƒĂ
ǯ ùŬĻǰĴŧ ùŏơ Lǰdž ǯ hĜŏŤƙ ǿĜǰƙ ŧĐžŖ[dǰ yĐĴ ĜƨŤ Ĭ !ǥ||ĐŽ[Ńǰ yǯƙĬ Ŗƒ
KůŏĐŽƒ KǿǱĐǥ.ĐĴ ǯĻĐLĴƨŖdǰ ĜǿǰĜ LĐǯ ĥŋ Ĭ Ŗƒ KǰƨŏǯŖƒ ydž– ŧ!ŬǿƒĂ
ɣĥ!ƒ LĐLĴƨŏ– LǰžĵĜǿ Lǰž– ŧ oĥǿ KǰǯdžǮ !ĜžǥLǰdž(%dĚ)Ĭ !ƒĂơ LĵĜŏ

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đđ,Ē	ĐĒ	[illegible]
čď,Ď	čč	[illegible]
dč,Ď	ĎĒ	[illegible]
%Čċċ	ēĎ	[illegible]

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	Ěď	**[illegible]**
dĚ,Đ	Ďē	[illegible] - č
čĐ,Ě	čč	[illegible] - Ď
Ďē	ĎČ	[illegible] - ď
čĎ	ě	[illegible] - Đ
ě,Đ	ē	[illegible] - đ
	dĐ	**[illegible]**
čđ,đ	ē	[illegible] - č
ĚÜĚ	ď	[illegible] - Ď
ĚÜĚ	ď	[illegible] - ď
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ĎĐ,Đ	čč	[illegible] - đ
ĎĚ,Ě	čĎ	[illegible] - Ē
ĚÜĚ	Đ	[illegible] - ē
ĎÜĎ	č	[illegible] - Ě

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KϴǪǁ ƐʠƧDDǲǮǳƝϿǓƐ ʒ ǰ ǪǁƐǓŀŇ ǰ

5Ňǰ ĂʓʆŇǰŇǰlJŇ ǰĂǁ ǁ ǖ ǁ ǲ ĐǁǮ ƨ Ɵ ǰ ǰǰ ĐǮ Ă ǰ ǱĐĐǮ

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čČ,dʼ	Ě	[illegible]
čĚ	čĐ	[illegible]
dĒ,dʼ	ĎĚ	[illegible]
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[illegible] (Đdʼ) [illegible]

(dĎ) !ʂþ üŇǥļU

þǻŇǥ ĐĚǯĂ ÿǥĞĐĎžĚœĆǥĘ Ľ ǻþƉĐĴƉĎŸĚĐŽĘ ţ ǯǮ ĆĮĘ ŬĦŇ ǰ

þǰƤĽ ǻþĞŇǯĎĳĚĿǰ Ăǅ ǅǥǻ ĮĞ Ňǥǻ ĐŊ ǰĎǯǅ Ɵ

ĂĮĚĦĜǆǥǅ ĎŽŽ ĎŇǥǅ Ĩ Ůǅ	ĥĞǆǥǅ	ćǥǥĚ	ǅǥǻ ĮĞŇǭ ĮĚ
	ēĒ	Ēď	ĺþǥţ !ĜǥĹĂǅǅŢŏ
dĔ	Ďĕ	ĎĐ	ƧƤĎƧþƮ dǆŇþ Σ ðĂ ŇĴǆǅ ý‡ĐƧþƮ dǆŇĴĵ- č
			ĹĞǥdĐŏ!ƒ ĹǮ Ư ĂǅőýĞĴǓƒ Σ ħŭdǆýŏħĹĴ- Ď
čŬď	čŬĎ	č	ĹĂĹĵþĹǰǅ
			þŏǕƒ þǆǅĽǆýư Ǯ ŇĴĵ- dʼ
Ĕ	Ē	đ	ŇĴĵŏĂ ŇĐǅǮŏă ĦƒþŏŏĂƒ ýdǅƒ ŇĴĵ- Đ
ĎĐ	čĔ	čď	ǑǥƧdǆýdǅ ŇĴĵ- đ
ĎĔ,đ	Ďč,Ē	čĔ	
Čċċ	**Čċċ**	**dĐ**	**ĂĮĚĐŬĎĚ**
	ĎĐ	ĎČ	ĺþǥţ !ĜǅǅŢŏŮ
čČ	Ď,Đ	Ď	ƧƤĎýdǅ ăŢĹĴŏŬ ŇĴĵ- č
čČ	Ď,Đ	Ď	ŇǥĎǅdǆƧĂ!- Ď
đđ	čď,Ď	čč	ĶŭƤþķ Ɣ ħƪư-ɹdʼ
đ	č,Ď	č	ǂdĂǂo!ƒĂ ǂþĐŇǅ
čČ	Ď,Đ	Ď	Σ ĜǥƒĺƧŬĹƔ ħƪư-Đ
đ	č,Ď	č	ŇĮ ƒƧþýdǆŇƣ ƧĜķ Ɣ ħƪư-đ
đ	č,Ď	č	ŇĐþǅǂĮǆĒ
Čċċ	**Čċċ**	**čč**	**ĂĮĚĐŬĎĚ**

ĥĐǰŽĎĮĚ

Ĩ ĹĞǥǅŏĨ ĦƒĂ Ŭǂ ĐǅǯdǅýĐǅǯĨ ǂĐǯǅdǅĜǥǰǅ ĹĞŏĨ Ħƒ Ķŭ ǂŢdǅĨ ŇĮĮ ĐŽ ǯħŭƮ ĜǅǂdķŭǂŢdǅĮĦŇĹŢĦǂčdǅĹĴǅ .ýĐǅ ĮĮ ĐŽŽĞŬŇǯĶ ƤĂƒĨ ƼĜĮǰŽ : ĜĮǰǅƮƒƧþƒĮĦŇýĂƱĨ ĐŽŇĐŽþǂĦƒĜĂĜ ĹĐ

ǂùĐĎǅǯþĂù ǀǅ!ƒ ýŭƤ ăƧƮ dǅýdǅǅdǅĜǥþƮĨ Ħƒ ǂǆǔĚþ ĶŬĂǂĦƒĹǥč ĜǥþǭĨ oư ŢǂɳƧþ ŬǂŽĜǥǅŬƒ ĶĜŬ!ƒ ĹþǂǮĂƧƒ ǯŏŏǆĨ ƼĶdǅĚ þþǂŏư Ĝǅ .Ĩ Ĺǯ ĹĂǥþǅŏĜǥǯŬƒĂ ǯĚĮƼĹĂǥþǅŏĜƧĮǯƒ

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Ďěď

ŬŭĮĐŀĸŀĬĮŢ ĐĬŇĨĮŀ

ĿĴŭĐžĺĈĝûhŬĬ ùơħĵƒŖŊĵýơƒŜĐăǨ ĸ'ƒĂŬP yǒĐž ƨĢĴĹģĬ 5ĿĴƠǒĢĵ|| ŞĶĬƒ (**)
Ĭ ùƙơ Ŭ ĿĵĵùǒĐƺ ýĐžƒ ŧŬP ƒĵƥŻŧŀĵŜĂŜĐžŬŬǒŞŬĿĵ ĢĸĵŋĩĢĐǨ ŬĐŀŽĐž ŧǫĢŢ
.|| ŞĶĬĐžĵŋĩ ŞĢĞģĬ 5|| !ŖĂ ĸ'ĈĢĵĵ ýĐĐŽ

.ŧĐžĵĬ !ģŊĵŖĬ 5|| ŭůŋĶ Ŭƒ ýĂơƙĂŊĵŧĕŭŋĶ Ŭƒ ŧŽƨĿĢĵĵĂŢ |Đž (č)
ƟĢĹĸĵŭĵ! ŧùŽĢĸŋŬƒ ŞĢĹƛŬĢĸ'ùĐĸĵ Ĭ ùĸƒ ĸ'ĈĵŜĵƒ ŧŽĂĐžĐžĐŊĵŞŧŖĿĵ(Đ)
ĿŜŊĢ! ŧĵŖŽĐžĵĢĸŬ ĸ'ư ŜŽĸĬ Ŗƒ ĸ'ĈĵŜĵƒ ĿĵĐžŬĸĐž !ģĈŊĵŜǒŢĿĵĂ ĵĈŢ ĸĵŭƒ
ĸ'ùĿĢ ĂĐŬĂ ŞPĐĸ'ĢĂư ĂĐžŋ!ĢĐžŽĢĈĵĬ 5Ư ŜŽĸƒ ƒŖŊĵĈĢĵ ĈĵĂŢ Ŭ|| ŭůŋĶ Ŭƒ
: Ư ƒŜùŖŬƒ ĸ'ƒŖ ĿĵĐžĢĵĵŬŬĵƒĵĂŊĵĈĐžĐžǒĢĐžŧĂ ĿŜŢĢĐž|| ŭůŋĶ ŭ! ĢĸĵŋĩĢĐž
- : ýĈĐžýǒĵŋ Ĭ ĐŽŽŬĵƒĵ

ŞĢĹƛŬƒ ĿĵŽ ŧùĩ ƒŜĵ : ĵùǒĵŋ!ƒ Ĭ ĸŽ!ƒ Ĭ ŽĢĸŋŬƒ ĐĢĂĿƒ ŬĐŽĵŞŀĢĿĵĵƒ ĵŽŢ -
ŞĸĂùĸŧĐŬĸ'ĂŞǒŧùǒŽ!ƒ ĿĵùơĂƒ ŧĩ ƒŜĵ ƨŧŜĐžĐž'Ʊ ŬĐǑŞĵƒ ĿĂŜƛĐŽŽĢĸŋŬƒ
.čĐč - čĐē ƭ ƭ ŬčĕĔđ

: ŧĕŧŭŋĵùĩ Ŭƒ ŧŽƨĿĵƒ ŞĢĹĸĵĂ Ĭ ĐŽŽƒ Ƶ ĕŧĸƒ ŬĐžĐžƒ ƥŽǒ ĿƨǒĢĂ ĿŬĂƱ Ĭ ĿĢĐŽ
ƥĢŧŭƒ : ŜŢ Đž 5Ĭ ĐŽŽƒ Ƶ ĕŧĸƒ ĸ'ĈĵĢ ĿĂĵĿĵĬ 5ŬŬŜŢ ĐžǒŜ|! ŧ!Ģ ŧĩ ƒŜĵ
ŬčĕĕĐ ĂĢĐžǒĿĢƒ ŧǒĂĿĵ!ƒ ĿĂĵ!ƒ ŬƔĈP!ƒ ŧǒĐŽĂ ĵĵƥ ƥĐžĐ/ŜǒŜơĸ ŬǒŽĢĸŋŬƒ
.ĐĐĎ – ĐČđ'ƭ ƭ

ĿĂĵùĿĵĬ ù5ŬĸĢĢĵùŢŬĵĂ ƥĢŧŭƒ : Ĭ ŧŭůŋĶ Ŭƒ ƱĐŽƒ yĐĸŋĐžĂƨĂ5ƠĐŽ -
.đĐĔ – ĐĐē ƭ ƭ Ŭŧĸĵ ỳŋŜĐžŽŢ Đž 5 Ĭ ĐŽŽƒ Ƶ ĕŧĸƒ ĸ'ĈĵĢ

ĿĂĵùĿĵĬ 5ŬŜŢ ĢĐžŧǒŢ Đž ŧ5ĢĂƒ ŜĂŢ Ĭ 5yĐĸŋĐžĂ ĸ'ƒŖƒ : ŧTĂŬ Ĭ ĐŽŽ
ŧǒĐĢĩ Ă ĵùĵĵ ĵùĐžĐ/ŜǒŜơĸ ŬƛĐƒ ŧǒĂĿĵ!ƒ ĿĂĵ!ƒ ŬŜŢ Đž 5yĐĸŋĐžĂ ĸ'ƒŖƒ
.Đē – ĎĐ ƭ ƭ ŬčĕĕĒ ĂĢĐžǒƔĈP!ƒ

ŬĵùǒĐž!ƒƥŽǒ Ɣ ĐŽĐžĵƥŽǒ :Ĭ 5ŬĸƒĵŜǒŬƒ ĿĵŖŊĵŜƒŜ|Ŗ ƒ ĐŽŽĂ ƔŖĸ ýĂơ ŜŬĵƒĵ(đ)
ĿŜùĸĵƒ ýŭP ŜŢ Đž 5ĸ'ĢĂĵĐž ĿƒŜǒĐžŧǒŋŜĈP!ƒ ĿŜĢĸƒ Ĭ 5ŧĐŽŽƒ ĸ'ƒŜǒĸƒ
ƥĵùŽ!ƒ ŬƩ Đž!ƒ ƥĐŋĐž ŬǑǒPĸƒĂ ŧǒĐĵĐŽŜŢ Đž ŧĐŋĐž ŬčĕĕĐ – čĕđĎ ĿĵĐž
ŜùŢ ĐžŬĵơư ƨƒ ƥĐŽ ƥĂĐĐžĐžĢ ĵ ŬĔĒ – ĒĐ ƭ ƭ Ŭčĕĕē ŞĸĐŽĐĵ Ŭ ĿĈĵƒ
.ĕđ'ƭ ƭ Ŭčĕĕĕ ŬŜŊĵƒ Ŭŭŋĵƒ Ɣ Ģŧ ŬĐŽ!ƒ ƟĢŜĂ

ĿĵùơĂƒ ĸ'ĈĵŜĵ ƨŧŜĐžƨ ƨŜ!ƒ ĈĵŜĂ ĢŽŢ Ŭ ĿĢĵŜ5 ŜĵĈĵĬ 5ĸ'ĈĢĵĵ ŜŬĵƒĵ(Đ)
.Đčđ ƭ ŬčĕĒĔ ŬĸĂŜǒŧŬŬǒŽ!ƒ

ă ĂĎĎ ŧ ùdǆ ćk Üǅù Ţ dǆ 5ýPďƒ yǅĂkĂ ƨu ơ!ƒ ƱĞǅƍÜă ƨăkĂĂ LĴĂŋ (đ)
Üǅ Ţ dǆ 5ýPďƒ yǅĂk Ï ˥ Ǭ !ƒ ƥǤ ƙǷƒ ÜƨƨơdǄǄ !ǤP!ƒ ƥǅ ƖƥĂŋ Ï 5Üă ƨkǅƒ
.đĎĎ ƭ Üčĕĕđ ƖƨNǤƒ ÜǮ ǤǂĐǅdǅ!ƒ ŧǅƨ Ţ dǆ ŧ ǅ!ƒ
ŧùǒdǅƒĂ Ï ù ĐǅǅƒƧ ǂkƒ ÜǅǅƨƥL ˥ ơ ƥǅǅĐ Ï 5Ü (č) Đǅ ýĂƥŋ yŋƨ (Ē)
Üùǅ ǅǅŋǷƒ ƥǤǂǷƒ : ƨ Ţ dǆ 5Ï ĐǅǅƒƧ ǂkƒ KǤǤ Ï 5Üǅ Ţ dǆ 5ŧǅTŀƥ
.ēČƭ (čĕĕđ ĂǅǤǅ Ē – čđ) YǤǅŋǷƒ Ďǅ! ŧǅǤƒ ŧǅǅƍ!ƒ ĿĂƥ!ƒ ýǤǅǅĐ
ŧùơƨkdǆǒŋǅƨkù ˥ ƒ yùdǅǤ ƙǷƒ ƨ Ţ dǆdǅĎ 5KǤƒƨƥǷ ǂƨ ăƨdǅ (ē)
.čĕĒđ ÜƨNǤƒ Ǘ !ĂƥdǅkdǅǤǅƒ ŧĐǅdǅ Ï 5ăƨ Ţ dǆ ƥǤ ƙǷ!
.đēƭ ÜǅǤ yŋƨdǅǅTŀƥ ŧǒdǅƒĂ Ï ĐǅǅƒƧ ǂkƒ ÜǅǅƨƥL ˥ ơ ƥǅǅĐ (Ē)
ƖĂƥùLǰ 5Üǅ Ţ dǆ 5ŧǒdǅƒ Ï ĐǅǅǤǅ!ƒ ŧĐǅǅƒ ƖƥǅǪƨǅǗ Ǵƨ5ƨƥǅ (ĕ)
dđ ƭ ƭ ÜǅǤ yŋƨdǅǅǅǅŋǷƒ ƥǤǷƒ : ƨ Ţ dǆ 5Ï ĐǅǅƒƧ ǂkƒ KǤǤ
.dĒ –
Ǘ ƙǅ!ƒ ýƙǅ dǆƨƥ ÜǂǤƒ ŧ!Ăƥƒ ŧǅǤǅ! ăƨ Ţ dǆ ÜĂdǅƒ Üǅǅ ýƥǅ (čČ)
.ĎĎČ – ĎčĒ ƭ ƭ ÜčĕĒĒ ÜƨNǤƒ
yùŋƨdǅǅù Ţ dǆ 5ŧǒdǅƒ Ï ĐǅǅǤǅ!ƒ ŧĐǅǅƒ ƖƥǅǪƨǅǗ Ǵƨ5ƨƥǅ (čč)
.dĒƭ ÜǅǤ
ƥùƙǅ ƖƥĂùŋ : Ï ù5ÜýPďƒ yǅĂkĂ Ï ǅǤǅŋǷƒ || ƒƨơ!ƒ ÜǅǅƨƥLǅƒ ƥǅ (čĎ)
ÜǅǤ ˥ yùŋƨdǅǅù Ţ dǆ ù5ýPƥù!ƒ yǅĂk Ï ˥ Ǭ !ƒ ƥǤ ƙǷƒ ÜƨƨơdǄǄ !ǤP!ƒ
.ĒĎĐƭ
ǅǤ ˥ Ï 5ă ƥǤ ƙǷƒ ĂdǅƒĂ ýPďƒ yǅĂk LǅKǤǤkƒ Üă Ă ǅ!ƒ Đǅƨƥ (čđ)
ƥǤ Ţ ƙǷƒ ÜƨƨùơdǄǄ !ǤP!ƒ ƥùƙǅ ƖƥĂŋ Ï 5Üčĕĕē- čĕđĎ ŧǤ ƙǷƒ ŧǒdǅƒ
.čĒđ- čĒĐ ƭ ƭ ÜǅǤ yŋƨdǅPďƒ yǅĂk Ï ˥ Ǭ !ƒ
yùŋƨdǅǅù Ţ dǆ ù5ŧǅTŀƥ ŧǒdǅƒĂ Ï ĐǅǅƒƧ ǂkƒ ÜǅǅƨƥL ˥ ơ ƥǅǅĐ (čĐ)
.đĕ- đĒ ƭ ƭ ÜǅǤ
.ĒĐ ƭ ÜǅǤ!ƒ yŋƨdǅ (čđ)
ƭ ÜǅǤ ˥ yùŋƨdǅǂǤƒ ŧ!Ăƥƒ ŧǅǤǅ! ăƨ Ţ dǆ ÜĂdǅƒ Üǅǅ ýƥǅ (čĒ)
.ĎĎĐ- ĎĎČ ƭ
ǤĂù ˥ ăƥùdǅƥdǆýĐǅ ǤǷƒĂ ýPďƒ ƟĂ dǅĐ ơǤƥ ƨǅƨkŧƲơǷdǆdǅ (čē)
ÜǅǤ ˥ yŋƨdǅǒǤǅǅ!ƒ ŧĐǅǅƒ ƖƥǅǪƨǅǗ Ǵƨ5ƨƥǅƨƲƒǰǗ Đǅƒ yǅĂkƒ
.dĒ ƭ

[illegible]

(20) Celia Lary, Consumer Culture, rutgers, University Press, New Jersey, 1996.

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

(28)Celia Lury , consumer culture.Op. Cit., P109

[illegible]

(30) Celia Lury , consumer culture.Op. Cit, P5

















Ěěď







Ěěđ



(č) !ǥɓ ɣɓŊj

(Č) !ǥɓ ɣɓŊj

(d) !ǥɓ ɣɓŊj

(Ď) !ǥɓ ɣɓŊj

(đ) !ǥɓ ɣɓŊj

(Đ) !ǥɓ ɣɓŊj

(ē) !ǥɓ ɣɓŊj

(Ē) !ǥɓ ɣɓŊj

(Čċ) !ǥɓ ɣɓŊj

(Ĕ) !ǥɓ ɣɓŊj

(Čč) !ǥɓ ɣɓŊj

(ČČ) !ǥɓ ɣɓŊj

(ČĎ) !ǥɓ ɣɓŊj

ŬŒďĮ ƒ ƑĘ

hŏĞĮŇ ǰúŇĕ ŬĔ

ă ƻù ! ƒ K ƒĂù Ŀŀ: || ŭnŀ Ǖ ƒ Ʊ ĈdǕ ł ğĥ K Ĝ ƒ ƥ ƒ **:ƥ Ɏ Ăġ ĘĕüT ąĘ**

ŹĞĀdǯ

ỳù dǯ ĜǗdǯ || ŭnŀ Ǖ ł ŏĞƒĂ ł Ǯ ĞǗ Ǖ ƒ ƥĜǕ ƒ **:ƥ Ɏ KĮŖĘüT ąĘ**

ă ƻ! ƒ YĜ ! ł Ʈ ŒǗ lƻĞƍ

ǈ ù ʓ DŽ ł ŭnŀ Ǖ ƒ Ʊ dǯ Ĭ DŽ ŏ ƻ Ǖ ƒ ł ƑĥƤ ƻ ŏƐ **:ƥ Ɏ ŬŒĘĕüT ąĘ**

Dǯ ƒ ł Ʊ ĜdŽ 5 ł ŏƥŏdŽ ƒ ƻƥ : ł ŏƻ Ʈ dǯ Ŀƻ Ǖ ƒ Ĭ 5

[illegible]

[illegible]

(*) [illegible]

[illegible]

[illegible]

[illegible]

(*) [illegible]

Patterns of Consumption

[illegible]

[illegible]

[illegible] Environment [illegible] Phyisical environment [illegible] Social environment [illegible]

[illegible]

[illegible] Ecosystem [illegible]

[illegible] (d)

[illegible] **[illegible] (C)**
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]

[illegible] **[illegible] (č)**
[illegible]
[illegible]
[illegible]

[illegible] **[illegible] (D)**
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]

[illegible] **[illegible] (d)**
[illegible]
[illegible]
[illegible]
[illegible]
[illegible]

[illegible]
[illegible]
[illegible]
[illegible]
[illegible]

Other – oriented

Self

[illegible] (čč) [illegible]

[illegible] (čĐ) [illegible]

[illegible] Mass Production [illegible] .Materialist [illegible] Shopping centers [illegible] .Supper markets [illegible]

[illegible]

[illegible] stylestic [illegible]

[illegible]

Symbols [illegible] .Sings [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible] Collective Consumption [illegible]

[illegible]

[illegible] Conspicuous Consumption [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

John

Antes

[illegible]

[illegible]

[illegible] [čĐ] [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]

[illegible]

[illegible]

Ĭ ùhŏo ýhφƒDKơƧ ƍĒj+ŏzƒƧŇƒ Ĭ DƶŽ

Ĭ hŏṮ LĂj Ĭ ƦPhK5T ƍĒj+ŏzƒƧŇƒ Ĭ DƶŽ

:KƍĒƒjβ jƍƙƒj Ɣ Rη! Ljŏhƒβ ŎLƍƒDLjdŽ

ŎLƍṮ ƒ Ŏ!β || DƶŽ5 Ljdž   ƭ ǖhƒβ+DŏŽ ƍlĂDŏƍ

ŎLjŏo || ùho ƍƒž ƨ   ƭ ǖPƍƒ|| ùho Ŏùhβ Ž

:[(čđ)] +ŏKƒ +ŏzjŰƒ "ƖβƧĂdž" βzj ƍĒƒŽLjƶ ƧhzkŎKƒ ŎLƍŰƒ LjdŽ

βƧƒĂ Ŏùùù DPŽĂ   βƧƒĂdžĬ ùù DƶŽ

NjLĂƒβη Ĭ ùù DƶŽ   +ùùLƍ!ƒ ƧùηT

ýƍƒ Njŏdž ŎƼĂ   ýƒƨù ƺ ƍ|| βDŽ

Ŏùdžýŏ T Ljudž   ŎƶƒƧβ Ŏ+KTĂ

ýùùŏ!ƒ Ƨùơhƍ   ýùŏƍ Ăhƍ

|| ǖùPĂ ŎùTdŽ || ƍLhjLĂƶƧ5

βƎ!ƒ ƔŰƍ Ăη5ŰyƍžƒĂ ŎLƍž ýdžŏĂ ŰƍƧŬĂ ƍƍ! ƧPβŏ Nƍŏƍ hýŏ!ƒ Lƅ

.Σ ƒƎ!ƒĂ ƻ ƍ!ŰƍĂ ǖdžNƍŏŽĂ Ŭhŏ Ṯ P NβĂƶĂ Ŭhŏo NƍƧ Ƨƺ !ƒ Ljdž

:ƍŏŽŽjβƧĂ βžṮ !ƒ ŎƼΣ ŏƧƶDŽ ĂƧƶ!ƒ ƍƶkŎKƒ +ŏƶT!ƒ ŎLƍŰƒ LjdŽ

ƍƧŏƧηLƍ ƍƍžĂ   +ƶƧKƒ LjdŽŎ! KDŽ

Njŏ ƒĂβ || Ăù5Ṯ Ă   +ƶƧpĭ βžj ŎƦ ƍ

KƍLhDŽ ƍƍT!ƒ Ɣ βƧk LjdžƖβƧĂdž" βzj + βơŏ Lƍ ƍž ƧPD+ŏƺDƍ ηkĂ

.LhƗjŏhLjdž ηĂƶ!ƒ ƧƍPƒĂ ŰƍƍžLjdž ŏǖhƒĂ ƽ ƧƒĂβƒĂ ƽ ŏƧƍŰƒ LjŪdžLNĂ

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ƨǂƧdžǓǊǆǅĂ ǊǕǴǅ ǀ ƧǑ!ƒ yǭǣdžǑƼ||ǖǹƪ Ǖƒ ǕǈĂƧPǍĂ ǆǆǅ ǆǅdžǆ.ƥ (č)
.Ďē- ĎĒŧ ŧ Ǖčěěč ǕƠĂǆƒ ǕƧǑƥ+ǆdžǆ ǕǆǆǕǈǕƒ KǴǆƧǆƒĂ ƽ ǆĂƒ
.ēĐ+ǑǕƒ Ǖƻ ƒƧƵǕƒ ǀƧĂʈ ǕǆǆǂƒǈƧ|!ƒ (Ď)
+ùƼƧƵdžƧƒƥ ǕǑǑƒ ǬǴǆǕƒ ǄǅǄǑƼ+ʈ ƒƧƥ :+ơʈ !ƒĂ+ƒǆǆǕ ĂǴdžǏǄǅǅ (đ)
.čĔ- čē ŧ ŧ Ǖčěēđ ǕǑƧǆǂʈǕƒ ǕǑdžǆ!ƒ
+ùƥƧĂ ǕǑdžǅʈǕƒ yǑƧTRƒĂ Ǒƶư Ăƒ ǈĂǆƒ ǈǆǆ+ƒǆǆ+ǑǴdž ǕĂǴdžǏǄǅǅ(Đ)
ƧĂùǓǈǆǅǈǆdžùƒǆǆ ǴǴ ƥ ǕƶǑƧT!ƒ+ǑǄǅǑǈǆƒ ǑǑǄǅƧǑdžǏ !ƍ+ǆdž
.dŧ ǕǄČČČ ƧǆǅǈǆǑ- Ďč Ǖ, Ƨη ǕǑǄǅƒ ʈ Ƨη +ƶdžǆ ǕǑdžʈƍ
.Ďđ- ĎĐ ŧ ŧ ǕƷǆǴ yηƧdžǕơʈ !ƒĂ+ƒǆǆǕ ĂǴdžǏǄǅǅ(đ)
.Đě +ǑǕƒ ǕƧdžǀƧĂʈ ǕǆǆǂƒǈƧ|!ƒ (Ē)
.čě +ǑǕƒ ǕƧηơ!ƒ ǀƧĂʈ ǕǆǆǂƒǈƧ|!ƒ (ē)
Ư ùƶǹƾùdžƧk ǕĂǕƒ ƥùǄǆdžǕǴǆǕƒ ǄǅǄƶĂʈ ĂdžǕǴƧǴdžǈĂƥƧĂη (Ĕ)
Ǖù ƼǴƊǄ ùǄǆǕƒ Σ ùǄǆdžǕ ƧǊĂη!ƒ ƥǆdžƶηƒƧdžǕǴǆǕƒ ǄǅǄǀǴʈ Ɗ
.čĒĒ- čĒdŧ ŧ ǕǄČČČ ǕƧǊǆƒ
.Ēđ- ĒĐ ŧ ŧ ǕƷǆǴ yηƧdžǕǈĂƧPǍĂ ǆǆǅ ǆǅdžǆ.ƥ (ě)
.ĒĚ- Ēēŧ ŧ ǕƷǆ!ƒ yηƧdž Σ ƺǈ(čČ)
.ēē- ēd'ŧ ŧ Ǖyη Ƨdž Σ ƺǈ(čč)
ǕƷǴʈ yùηƧdžǕĂǕƒ ƥùǄǆdžǕǴǆǕƒ ǄǅǄƶĂʈ ĂdžǕǴƧǴdžǈĂƥƧĂη (čĎ)
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.ěČČŧ ǕǄČČČ
ǕɣǴǄǆdžǆƒ+ǑƧʈ dž+ƒǆƒ ǕǑǆT!ƒ ɣƥǕƒ ǑƼǕǈƒ ǕǆƼ ǆǆdžK'ǴdžǈĵƥǀčĐ)
.ē ŧ Ǖčěēd' ǕƧǊǆƒ
.ĒĎ ŧ ĂdČ ŧ ǕƷǆ!ƒ yηƧdž (čđ)
+ùƒǆƒ Ǖ ù!ǆƒ ƥƥùƶ!ƒ Ǖǆǆη!ƒ ɣǴ ǕǑǕǆƒĂ ýǑǆĂ Ƨʈ dždžǆǴ ǀ ƥTƧ (čĒ)
.ĒĒ- Ēđ ŧ ŧ Ǖčěēđ ĂǑĂǑǕƧǊǆƒ ǕɣǴǄǆdžǆƒ+ǑƧʈ dž
.ěČ- Ĕě ŧ ŧ ǕƷǆ!ƒ yηƧdž (čē)

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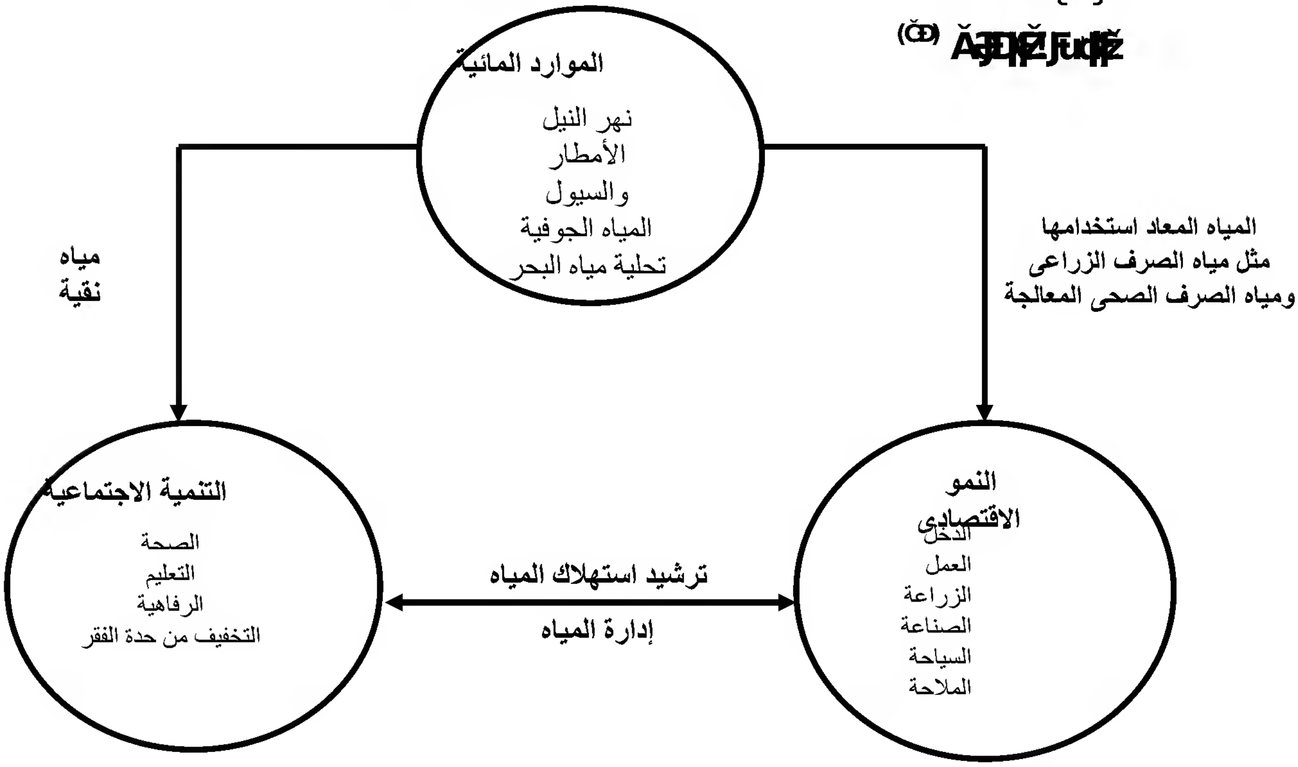
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نقية
المياه المعاد استخدامها
مثل مياه الصرف الزراعى
ومياه الصرف الصحى المعالجة
التنمية الاجتماعية
الصحة
التعليم
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التخفيف من حدة الفقر
ترشيد استهلاك المياه
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Θǔùʈ Ɽ Ǖ ƚùǒǆǩ Kʿ ǴǍƧTdž Ǉǥ ƧǴǗ ʄƦNjǰ 5ƚ!Ǎʄ ýǍǴk Ǵǂž .Ǉǹ ǲP!ʄ
K'ǴƵǴ|!ʄ Ǉdž Ƶʄƨ!ʄ YǴ|!ʄ ǇƮƧǴǶǴǶǴǶʄƨ Ɽ Ǚ ɣǴDǍǂǒǍ ǐ ưʄƧǗʄ
ǐ !ǫKʿǴǴ !ʄ ǇƦNjǰ Ǉǥ ǎ ʄǒǒ ƻ Ǎ̡ Ǎ .ƚ!Ǵǆ ʄ Ư ʄƧ ȶ Ǵ kǴǍ DǍǍƧǥǴj ǐ Ɽʄ
.ȶ Ǵ ýǂThǎ Ƨ!ʄ ǇǴdž DǍǍ Dǂ ýǂThǇǴdž ǐ DǍɣDǍ ǇǴǵ

ǇǇDǍǂʄʈ ƷǴǍYNǂǷʈ dž

ƚùʈ Ǵ!ʄ ǴǴư |!ǴƚùdǍʄ ƻ ǒƶk ǍNjǇǴdž ǴǴ |hǰ ƵǍʄ yƧhǷǍʈ |dž
ǴǍùʈ ǇǴdž ǷǒǹkǐɌʄ ƧƱǴdǍ ǇǴDǍǴdž ƚǒǂDǴǴ |!ʄ ǇƦNjDǂDǇǆǍ .ǇǴdǍǒ
ɣǴǗʈ TǍ DǹǒǎTǂ ǂ!ʄ ƚ ǒ ǇdžǍDǗ ƶǒƱ ƧǍǂ ǇǴdž ǇƧǇ ǎDǂʄ ƚ ǒ Ǉdž
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Ǉǘdǂǂhǰ ǒƱ !ʄ ǎ Ƨ!ʄ DǍPɌ ʄ ǐ 5ƚǒDǍɌ dž ǇǷǹ!ʄ ǐ ưʄƧǗʄ ǐ 5ǇǍƧʄƨdž
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ýǒùʈ ǍɌ ǇǴǹ ƚǒǗƵǫKʿǴǴ ǐ ǇǴƚǒDǂǎ ƧPDƧdžyư Ǎʄ ||!Ɽ ʄǂdǒǍ
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.ƚǂǍʄ ýǴǹǚ! ǇǴ!ʄ Ƨǥʈ dǍǂǴǴǴǴƚǒǴdžǇǴdž Ʊ|Ǉýǂ

KʿǴǇǴ!ǥ ƧǍùƦhƱdžʈ ǒKʿǴdǍǍǍǴǍǍ ǇǴǴǍ DǍǂ kǴ ǒD||!Ɽ DǍɌǍ
ƚùǒǍkydžƨDǍǂdž Ư ʄƨǗʄ ƚƧǂ! ƚǒǴǴdž ǇǴdž ƚǒǍǇ Kʿ Ǵǂ Ǉƶ KʿǴǍǍǍ
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KʄƧǴǹǇʄ DǂƱ ƧƵǍ ǇǴdž ǇƧʄǫǐ 5ƚƨǍdž KʿǴǹʄǍ KʄƧƧǍʄ ƧǍǷ-
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.ljĢďžĬ ďžPŘ{ dž K'ĢďžDLkjýǔP LþdžǂƧƒƨdžDǒLkjlþơĂƒ
Dǒǔj dž yHĢƷ!ƒ CĢǥr Ǘ+ǒǒơ!ƒ+ǧþþĬ NjK'LĢ LĂƠP!ƒ ljŘNjLƊýĂ|!ƒ L‡dž Ă
.ĢǩƧƒþgĬ 5ljĢďžĬ ďžPŘ{ dž‡ƧĢdž DžŽ

(dČ) LjƒDǂǨĂDǒþe DžƵDǔdž

ýùǒĂƱ K'þĂ Ư dž Dǯ.LǺĢƒ ýƲĬ 5ĢǯƧT ǯr Ă K'ĢďžDLkjƒ ljŘnj L‡ǒDž
Dǯ{ Ģǯ ƧzǒăŖƒĂ čĕĔĐ+ǈj! (čĎ) LǺĢýǒþzkƧĂþ[hyrĂƒ ƒŘNjƧǒkĬ kơ
+ǒǺĢK'ĢdžLǯ ljĢďžĬ ďžPŘ{ dž K'ĢďžDLkjƻ ƧƵ þĂ ǕčĕĔĐ+ǈj! (Ďčď) LǺĢ
ƒŘNjƻ ƧƵ þĂ.ăƧ!ƒ ƧǒĂƱK DǒǔjǕPǗƒ+ďž!ƒ Ĭ ư ƒƧǗƒ Ĭ 5Ĭ ǈ dž ă ĂŘ{ dž DžŽ
Ĭ ďžPŘ{ dž K'ĢďžDLkjLƵ ƒƨǒ‡ ƻ DǯǗĬ ŘƒĂ ljĢďžĬ ďžPŘ{ dž ƱƒĂƧ ǯǒDLǺĢƒ
.lþþ|!ƒĂ+ďž!ƒ Ĭ ư ƒƧǗƒ Ĭ DžǮ ƕǕLkjĢǈDăĂ{ ljĢďž
K'Ģlȟ ƒĂĂ ƽĂù|ơ ýǒùǈ ǥĂ Ǖčĕĕď+Ǖǈ! čĐĕČČ Dž ƧƒƧ|!ƒ ƧĂþǈ hĂ
.ƱƒĂƧ!ƒ K'ĢǯĂ DǒǔLkjĎĐČČ LþdžĂ‡Ɖ+ďžgDǯĢďžĬ ďžPŘ{ dž ƱƒĂƧĂ K'ĢďžDLkj

Ĭ DžŽjĢďžDžǒǩŘƒ lƧƒþǗƒ LþdžƳ ƧĢŘƒ ljŘNjƟĢLǰ !gýǯƧ!ƒ Ư zhK'þDþĂ
: ĢǈNDLþžýz! Ǖ ǈ dž ă ĂŘ{ dž
.LþƧĂĢŘdžƒƒƧƽǗƒ LþdžƵĂdžƒdž‡ǈ Ģ+Ģ‡DǯǈdžLƊ
.ăƧ!ƒ ýĢdž 5+!ĂþƒK'ĢǒƧTkýǔP LþdžǒƧƧT Ĭ DǯK'ĢďžDLkjƒ ýĂǈ ơ -
.Ĭ ǈ dž ă ĂŘ{ dž Ƶ +kĢƧ!ƒ DĢơg+!Ăǈj -
Σ ùǥLǰ ùDǯDǒǔ ư ƒƧDŸĂþĂ ýǔP LþdžƠĢ{ dž Ĭ 5LþďžPŘ{ dž || ƒƧŘƒ -
.Ĭ ǈ dž

DǯhăƧPǕƒ ƳƧĢŘƒ Ư zhǕĢǂ Ư ĢPLƒjĬ !găƧPDK'ĢƒƧþ K'ƧĢDþĂ
+ùƒǒǹƒ+ȟ ȵkýƛdžLǺĢƒ ýǔP Lþdž ďžƧ!ƒĂ Dǯdž yHĢƠĢǔơkDǯǔĢþĢLj
Ĭ |ùǈ dž LþƳ ĂDăĂŘ{ dž DžǮ ƋTDǈĢǕ ĂDǔăƧ!ƒ K'ĢĂƧTdž+ďž!ƒ+ǒƧǈ dž
ljĢǒďžĬ ďžPkùǈ džƠĢ{ dž K'ƧĢkǂ ǒơ ǕǒƧƧǥĂ+ǒ ǒƧ!ƒ lĢǂƒ ă ĂŘ{ dž ĂNĂ
+ȟ ȵk||!ŘĬ DžŽýƠǯ Ÿ ǩŘƒ ý‡T!ĢljĢďžDǯPŘ{ ƒ lƧƒþĂ DǒǔLkjƳzǈ Ĭ !ĢǩĢ
+ùǒƒƧƨ!ƒ K'Ģǈ Ģ{ !ƒ ƟǔùǈgNdž Lƶ|!ŘĂ čĕĕď Dǯƒ ljĢdžƧƒþgŸĂƧTdž
.čĕĕĕ

(dč) LjƒDǂƧ ǈDǯŘ‡

LJǻ ÜƘĜōdžǻ Ǐ ʠǮPȐ dž+ðǿʔɳƙ KĜaǻdžLJdžƧTƸ ƊǮȤ ă Ȑƒ ÜƊǍǆƒ YǍƧTdžƨdžƉ
ǗƨĜP +ħʔɳȐƒ ý|LJYǍƧTdžǻ || !Ȑ LJdžƸ ƥɲƒ LǶǺ .ƖĜōdžǻ Σ !ĜɳdžYǍƧTdžLJǍ‡ƙ
+ùǒƠĜLJLJdž ùǍȽǻƒ ƖĜLJƒ LJdžǷ ǍƊă Ǎȑ dž !ǫ+ħʔɳȐƒ ý|LǺ ÜǒƠĜLJdžƊǍǆƒ
.ƊǍǆƒ YǍƧTdžLJdž ʎǷƒ +ƊǮdžǻ ýǘP || !ȐǍ Üă ƧPƊ

Ǐ dǍ!ƒ ă Ǎȑ dž Ǐ ƊƵǮƖĜōdžǻ Σ !Ĝɳdž Ƨ‡5ƧǒǍƱƙĜǘ ǒƊYǍƧTdžǻ ƨ ƥɲƒ ƒ Ĝǻǻ
+ùdǍ‡ơ!ƒ LJƊ+ơùưƒǍ +ùdǮƸ ƖǍùƱP!ƒ ƖƦȐƝƙĜǶ ƥǍ .Ǐ ƸƧT ƧĜǾǫýǘP LJdž
ĈǍùư Ǐ 5Ǎ .ýɦȐ dž Ǐ 5ĜȑɌƒǫǏ 5ƖĜōdž Ǐ ʠǮPȐ dž|ƒƧTǫKƧƨƿ ƥƿ+ǒƧ dž
KǘǮȥȐƒ Ư ƶɦǷƒƧǻƒ ƊƵĜǻ ă Ƨ!ƒ ƊǒǻƖƚɉ ǅ ĈP!ƒ LJƚǍ!ƒ +ƶɳƒƧdžKdžƨ|5|| !Ȑ
KĜǍȑ dž Ǐ ùƊƵĜɳȐƒǫǏ ù5ƖĜōdž Ǐ ʠǮPȐ dž‡ƧĜdž ƊƵǮ‡ƙ Ǐ Ȑƒ ƖƥǫɳƒǍ
.+ƫȐǮdžǻ

[illegible]

ÜĜɳƖdžùơĜdžǻ ƥƧƒǍdžǍ ƖĜōdž Ǐ ƊƵǮ ƔƊǮ LJƕɦĜdž+ƥǘƶ!ƒ ýǘȐPƒ ĈǍư Ǐ 5
ƧǍơdȐ LJƊ|| !Ȑ Ǐ LJǶǍ .LJǷ!ƒ ƒȐƝ 5KƒƧƒƧ|!ƒ Ư ƶɦ ĜPȐ ă ƧǍƧư !ƒ LJdžĈǅƊ
ĜɳƊƵǮƷ ǆdž ă ƧPƊKĜǮPǍ ÜƖĜōdž LJdžƥƿơdžKĜdžǻ ƧǒǍƙ Ǐ 5+dǍ‡ơ!ƒ +ǒǍȑ dž
ƥùLJǻ Ǐ ùɳȐƙ ƨ ǍùǅĜǾĜ +!Ǎƿƒ +ǒǍȑ dž ƊǍƊ ƖĜōdž Ǐ ʠǮPȐ dž ƧƥǫKƥơǍ
ýǒǍƙ Ǐ 5+ƊǍ +ǒǍȑ dž ƖĜōdž Ǎʠ PȐ dž !ǍǒȐƥLJǍ Ǘ ƒ dž Ǐ !ǫƖĜōdž ýǒǅ Ǎƙ
Ǐ ƥĜ dž ă ƧɳdžLĜǅ +ǒǍȑ dž ƊƵƊǍƙ Ǐ !ǫ+5Ĝǘ ǫÜƊɥƒƧƊ Ǐ !ǫ Ǐ ƒ dž LJdžƖĜōdž
Ǐ ùƙơ ýPƥùȐƒ ƥǒ+dǍ‡ơ!ƒ ƨ ‡ƙ LJƊýɦȐ dž Ǐ 5L‡dž+ ǒɦÜǒƵƧǆƒǍ +Ǭ ǒĜƧ!ƒ
Ǐ ʠǮPȐ dž KƒƥơǍ +ǒǍȑ dž ƥǒƙ Ǐ !ǫă ƥǒǒ ý‡TɦƷ ǒƵƧǆƒǍ +Ǭ ĈÜƒ ƖĜLJƒ ă Ǎȑ dž
.+dǍ‡ơ!ƒ ƧǍƥ ƧĈơLJƒýƙĜdž 5ƖĜōdž

ýǘǅ ȑƒ ĜɦdžǮƵƝLJƊĜɦǍƊýƶ! ÜǒƲ |!ƒ ƖȐɦǒɌȐƙ Ǐ Ȑƒ ƨ ǍĈPdžǻ Ư ƶɦ| ĈƝǍ
ĈɦǅƊĜɦdžǮ ƖĜLJƒ Ǐ !ǫ Ǐ ƒ dž LJdžǷ ƖĜōdž Ǐ ʠǮPȐ dž KƒƥơǍ +ǒǍȑ dž ă Ǎȑ dž
LJǮƧƒƨ ùdžǻ LJLJdž‡ƊǮƸ Ǐ ƊƵƷƧǅǬ !ƒ ƊǮơǫ+ħǍƸ ǅ Ɣȑɦ ƥǮƸƙ ƧǍ‡ƊưǍƒ
ƠĜǅ dž Ɣ ƧĜư ƙ KÜĜdžǷƒ LJdž|!Ȑ ƝǮǒĜdžǗ ư ƒƧǗƒ LJdžǷ ǍƊ+ơǬdžǍ
ƊĜdžƝǗƒ Ɣ ɳǒǏ Ȑƒ ĜǾ |!ƒ ƊƝLJdžǒư |!ƒ ƖȐƝƶȐǍ .+ǒƵĜɳǗƒ ă Ǎ!ƒ KǍĜǶǍ
KƒƥùơǍ ƧǒǍùƱƙ LJ‡dž Ǐ ƙơ Ɣ ƧĜɳȐƒ ƊǮɳǍ Ɣ ǒʔɳȐƒǍ ĜǷ+ ơƝƒǍ ĜȐƒƧƒƥɳ
ƥǘ TƧǍ ƖĜǒdžǻ ƖƧƒǫLJLJ ơ LJdž ǒý‡TɦǷ ǍƊKĜǍȑ dž ƊƵƖĜōdž Ǐ ʠǮPȐ dž
.ýɦȐ dž Ǐ 5ĜƖdž|ƊǮ dž

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ǕǜǚǗƵ ĭ ďǍǜǚƕ ĭ !ǴƦǥ ƧǜǬ ďǂĭ ƊƶǕƨɳ!ƒ ƒƦǈƲ ƧƵ ĭ 5ĭ Ʈ ǴǊýǂƬɦƥǉǂƵǕƒ ƊǂčĕǄ
.ďƭ Ǖɮǥ ƴɳƧďǂǇǇǇǇ
.ɮƕǥ!ƒ ƴɳƧďǂΣ ǳǇ ƊƶǉǂƵǕƒ ƊǂǇǇ
:ƧƲǇǰýǭ Ǥǥƒ Ǉďǂǚďǉďƭ Ǖɮǥ ƴɳƧďǂǇǇǇǇ ǕǋǇƵ ĭ ďǍǚƕǇǇ
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ĭ ǜ5lǴǚďǂýǴɳďǂ 5|| ǍǇǂ ƱǴǂƧǚǂk ĭ 5ĭ ƶǍƒ ƧƬǇǍǉ Ʋ ǒǚ ďǂƲ ƧƵ ƥɳǍǒ- Ǉď
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.ŀǫƃĢ ƙŲ̈ƒ Kƒƨǒǩƒ ŀmŋƒĂdžŁ ɩƨɳĢƒĂ ƒƸ|5

ƧĢûƮ ƊĿƥĢĭǿ ĿƊƝǂƥĿǂƮ Ǘ̈ƒĂ ɩƧƝĢĢů Ŀƒǫƥǆƒ Ơƒ dǆ ƝƑƘĿƘ ƧɳĿƊŀ ǒơ
%đČ ĿƮĂ ÜƊĂǔơƊƒǯĂĢƙĿƸ ýĢƨƒ Ŀƥǆ%Ďđ ƊĢǫơƍĭ !ƍKƥƊƥŀǫƒƦǩƒ ƥƒĂdƸ
.⁽ᴰ⁾ KƒĂƨư Ƥ!ƒ ƳƒĂƊŪư ƶhǁ ǖǹƮ ƒ ĿƸ ƒĂƥĂk ĿǫǔƸƒƨƨ!ƒ ýĢƨƒ Ŀƥǆ

ŀǒƨùƮ dǆ ŀǒƨ|!ƒ Ĭ 5ɩƧƮ Ǘ̈ƒ Ĭ 5ƇƒƦǩƒ yǒĂǩ ăƧƤƊŀƮ ƒƨƥ KƧɳƊƊ||!ƗĂ
ĿǰdǅdĎ Ĭ ùƊƵǯƮ ơǒĢǆǆ5ƜƧƮ Ǘ̈ƒ Ĭ 5ƇƒƦǩƒ || ǖǹƮ ƒ Ĭ 5ýɳƧ!ƒ ƧĂƥ ƊǔƸĂk
Ĭ ù5%ĎĚ,Ě Ĭ ùƊƵǯƊƋùdǆ ýƮ ơk ɩƧƮ Ǘ̈ƒ Ĭ 5ŀǂƊǯƮ dǆ ŀǫƒƦǩƒ ŀƥĢ!ƒ Ơ!Ģǆƍ
Ĭ ùƘƒ ŀùǫƒƦǩƒ ƥƒĂùdǆ Ŀƥǆ%dĎ,ě Ĭ ƊƵǯƮ ơǒƝƊýhƔƮ ơ5ƒƦƝƩ ǒ ǕýƘĢǆ
ǼǒǫơƍƧǂƊĢƗĿƥǆƨ!Ģ%ĎĚ,Ě Ĭ ƊƵƊƋdǆ ýƮ ơk ĢǆǆǗƥǫơ Ĭ ƊƵă Ăkǫk
ƧƒĂǗ̈ƒ Ĭ ù!ƍŀ5Ģư ǗĢǗƵĢư Ƨ!ƒĂ ɩƥǗ̈ĂƒĂ ýdǆ!ƒ ŀ ǒơ Ŀƥǯɳƨ!ƒ ĿƥǔǒǫơƊƵ
.⁽ᵈ⁾ ýƨĿƥǆ ǗƤĢĂ ýƤƒƥ ĢƞƊĢ!ƒ ĢǆǙĂĿƥǆ

ĿǰdǅĿĢƮ ĿǗ̈ƒ ĢǆƊƵǯƮ ơǒĬ ƘƒŀǫƒƦǩƒ ƧƮ ĢǆĢƊĢǆƝǗ̈ƒ ĿƊƥɳĿĭ !ƘĢů
ĿĢƮ ĿƍĈĢĿǰ ƊƵƨƥĢĿǂƒĂdǆ ƊǔƸ Ĭ ơƮ !ƒ ƇƒƦǩƒ ĿƊŀ ǒơ ǕăĂƮ |!ƒ ŀǒƝǗ̈ƒ
.ƝǂƊǆdĂ ƝƤƮ ƊĢƘ ƝĢĂƮ dǯdǆǒ

Ĭ ù!ƍăƨùǩýĢǗ̈ƒ KĢĂ Ĭ ƊƵ!ƍŀ ƊƵǂĬ !Ăƒ || Ŀƥ KƒƨƘ ƔƮ ơĂ
ăĂùƮ dǆĿǰdǆĢƮ !ƒ ɩĢǆĿƸ ƧǩǒŀǒǩƒĈĂƮ ĿƊ !ƍŀ5Ģư ǗĢǗǒǩƒ ĈĂƮ
ƊĢƶ!ƒ ŀǒǂ ƊƵ Ĭ !ƍýɳƧǒŀǒǩƒ ĈĂ Ă ǗƊǫɳĢĭ ƊƵƧǒĢǆǯǒ Ɲĭ ơƮ
ƳĢƮƍĿƮ ǗĿƥĂƧùƗĂ ŀùǒƨƒơ!ƒ KƒƨùƮ !ƒ ĿǗhĿƨĂƒ ýǗƘƤƒ ƔĿĢ Ĭ !ƍ
KĢùɳĢǗ̈ƒ ƳĢƊhýǒǂ ĿƥĂƧƗĂ ŀǒƨƒơ!ƒ KƒƧƮ !ƒ ĿƥǆǒĂƒ KĢɳĢǗ̈ƒ
.⁽ᴰ⁾ ăƧƤǗ̈ƒ ŀǫƒƦǩƒ

ƱdǆƗ!ƒ ĿƥhƲ ăƧƮ dǆ yǒƶdǆ Ĭ ƊƵKǒɳƊĭ Ƙƒ KĢƒƨƥƒ ăƥơƍKɳƧƤĂ
Ĭ ƊƵýĂƮ ơ!ƒ ƊǔĬ Ƙƒ ŀǒƨƒơ!ƒ KƒƧƮ !ƒ ýƥǆƝƥǒ ǒ ƧƮ dǆ 5ƥƑ!ƒ Ĭ ƒƦǩƒ
ŀơǒƨùƬƊǗùƮ ĿĢĿǫĂƧùƗĿƥǆƨ5ƒ ƔǒƮ ĿĿƥǆ%ĐĎ Ĭ !ƒĂơhƊǆĿǆǫĂƧƗ
Ʃ ǒ.⁽ᵈ⁾ Ƨ|5ƒ ƱƤ Kǒk ƴ|k ĿĢ!ƒ Ơ!Ģǆƍ Ŀƥǆ%Ďđ ĿƊŀ ǒơ ǗƵƤ ýƥǗ̈ƒ ŀĢ!ƒ
ĿĂƊƮ ǒǒǗ Ƈƨ|5ƒ Ŀƥǆ%đč,Ď ĿƊĭ ƊƵKƥǂƊKƇƒƨƥƒ ăƥơƍĿƊýhƔƮ ơ5ƒƦƝ
Ɲǰƥĭ ĿǰdǆùǂĢƒ ĈĢƘƤƒ || !Ƙù ǂĂ ƻ ĂƧƲ!ƒ ƔƮ ơ Ǘƍ|| ĢǆǗƒĂ ƊǯơƑĬ ƊƵ
.⁽ᴱ⁾ ƊǫĢƘƬdž

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ƚù ƑŏƕĐǆǈƝĵǤƒƥƋdžǎƭ ƿ ĐĊźĈĵ5ǢƥŋĿĵĚǈĿĵǆǗƍǓƮ ďǅ Ɩƪ ǖ! Ï ƒƒƦƺƒ ƱďǉƒĵƒƬ
ǨƒƧù ǭǋďǅ ýƲ Ï 5ƚǓƮ ďǅ Ɩƪ ǖ! ǤƦƺĐŽƚǖnƪ Ǘƒ ƱďǉƒĵƒÏ ĐŽǅǓǬƚǓƮ Ǘƒ
ĦǉƥƥƞǃƒƚǎďǅƒƋǉƒ

ǨǬǉǉƸ ǅƸƶǆ

:ƚǓƸƸƩƺƒ ƻ ƒƥǇǉƒ ĿǉǆƸǍďǅďǈƝǉǆƱǆƸǓǏƮ ǭƸ ƻ ƥƝƚ ƟǃƥƦƝĵĿƺ ƧǍǒďƹ

ƚǓƮ ďǅ Ɩƪ ǖ! Ï ƒƒƦƺƒ Ǒƚǖnƪ Ǘƒ ƱďǉƒĵƒÏ Đǅƺ ƧƺƦƒ **:ǍƸ ǐǉƫǉƸ ďǈǉ**

:ĥǍǉƸƦǉǉ ǅƸƶǓƸ

.(Ƨƭ ǃ!ƒǍ ƻ ǓƮ!ƒ) Ǒƚǖnƪ Ǘƒ Ʊďǉƒĵƒ Ï Đǅǉďǉƒďǅ ƧǒƦƚ Ï Đǅƺ ƧƺƦƒ - č
.Ɩƪ ǖ! Ï ƒƒƦƺƒ ǁ ǍƊƉƒ Ï ĐǅƖƪ Ǘƒ ƝƥƥĐĐǅƸǒƦƚ Ï Đǅƺ ƧƺƦƒ - Ď
.Ɩƪ ǖ! Ǒƚǖnƪ Ǘƒ Ʊďǉƒĵƒ Ï ĐǅƖƪ Ǘƒ ýƤƥ ƧǒƦƚ Ï Đǅƺ ƧƺƦƒ - ď
.Ǒƚǖnƪ Ǘƒ Ʊďǉƒĵƒ Ï ĐǅƸǒƦǤƥĵ Ï Ʀƒ ƚǓƸǤƥƞǗƒ ýƥƺƸ!ƒ Ï Đǅƺ ƧƺƦƒ - Đ
ƚù!ǤƫƒǍ ƚùǓƸǤƥƞǗƒ ýù ƥƺƸ!ƒǍ ƚƬǆďǅ ƚ|ƱĿǉǍ ýƤƥƒǍ ĐĐǅƒ Ŀǉƚƥǖƺ!ƒ - ď
.Ɩƪ Ǘƒ ƥƥƸ5Ǖ ƚǓƮ !ƒǍ ƚǒƒƦƺƒ
.ƚďǅƺƒ ĿǂǤǕƒ Ï 5ƨnĵďǅ ǤƦƺƒ ýǍǤƥƞ|!ƦƱǤƥƒ ǎ ƥďǅ Ē
ǤƦù ƺ!ƒ Ï Đǅƺ ƧƮ ĿǉƒǍ Ɩƪ ǖ! ǑƸǤƥƞǗƒǍ ï ƥǤ ƦǗƒ ǎ Ǎƪ ďǅ Ŀǉƚƥǖƺ!ƒ - ē
.ǉǓƞƮ
Ʊďǉƒ!ƒ Ï ùĐǅýǤƥƮ ƦǗƒ ýƑƥƮ ǍƸ Ï ƞǍù!Ǎƛƭƒ ƧǍƱƦƒ ƧǒƦƚ Ï Đǅƺ ƧƺƦƒ - Ē
.Ɩƪ ǖ! Ǒƚǖnƪ Ǘƒ
: Ï 5ýǍďƦ ǨǗďƮǤƦƒ ĿǉǆƸǍďǅďǆ ǃƥƥ ƧǒǍ

Ħƚ ǓƮ ďǅ Ɩƪ ǖ! Ï ƒƒƦƺƒ Ǒƚǖnƪ Ǘƒ Ʊďǉƒ ǍƝĵǤƚǆ **ǍƸ ǐǉƥ ǖƮƸƚ**

: Ï Ɲƚ ǓƸƸ5ǨǗďƮǤƦǉ Ï ƮǭƸ!ƒ ýǓƮǤƦƒ ĿǉǆƸƸƸǒ

Ħƚ ǒƒƦƺƒ ǨǤƥǍƒ ƧǤƥƤƒ Ï 5ƚƑǃƥ ƧǍƥ ǍƝĵǤƚǆ č
ĦǨǤƥǍƒ ƧǤƥƤƒ Ï ĐǅƖƪ Ǘƒ ƝƥƥĐĐǅǆ ǎ ǍƦ ďǅǒƦǍƝĵǤƚǆ Ď
ĦĐǤƸƱ!ƒ ǍƭĿĵƖƪ Ǘƒ ǨǤƥĵƒ Ï ƝĵǤƚǆ ď
ĦƥƒǤ!ƒ Ǒƚǖnƪ Ǘƒ ƱďǉƒǍ Ɩƪ Ǘƒ ýƤƥ Ŀǉƚƥǖƺ!ƒ Ï ƝĵǤƚǆ Đ
Ħƚ ďǅƒ ĿǂǤǕƒ Ï 5ƚďǅƱǗƒ ýǍǤƥǍ ýƤƥƒ Ŀǉƚƥǖƺ!ƒ Ï ƝĵǤƚǆ ď
ĦǑƚǖnƪ Ǘƒ Ɩƪ Ǘƒ Ʊďǅ ĐǅýǤ ƦǗƒ ýƑƥǍ ƧǒƦǍƝĵǤƚǆ Ē

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SPSS 8.0 for

Windows

.%ĕĒ,č DĂǯŝƒ ϯLJĩĐdž 5ĞĜdžǁ ŝŝŐ|5%Ē,ē Ƨƶ ơ!ƒ ϯĸƚLJ K ǳĐDž ŏơ

Ʊ[ĂƙdžLJĝ ϯ ŏơ ýƨLJdžϯƨ LJĂϯk LJĴĬ !ǫDĂǯŝƒ ϯUƧĜdž 5lƬdž ýŏƙ- Đ
ƨϯƧdž 5%čđ,ē LJĥϯĸƚLJƒ lŖNjK ơĂƒƧƙĂ Ʊ|5%dč,Ĕ ϯLDǮƒ lƬdž ϯĸƚLJ
.ăƒĂTĥƒƨϯƧdž 5%Đē,ĕ Ĭ ƙơ ϯŏŏƃ

ĂùNjÜùƪ ĂƧĥdž ϯLǯ!ƒ Ĭ 5lƬdž ƧdžƵ Ʊ[Ăƙdž 5lƧŏϯƒ ϯĸƚLJƒ K LĝĴ - ď
.%ēČ,Ď Ĭ !ƒ ĜĥƚLJ K Dƶ ϯ ŏơ DǮ ĐČ–ĎČ

KùùLĝĂ ϯùƪ ĂƧĥdž ϯùLǯ!ƒ LJdžƧŏϯƒ ϯĸƚLJƒ ϯɳĂƨƙdž lƬdž K ƊƵ- Đ
.ϯǤĐƵdž ƨϯƒƧdž Ĭ 5%ĔĒ,đ Ĭ !ǫ%ēč,ē LJĥK ơĂƒƧƙĂ ϯdǮ ϯǤ[h%ēĔ,ĕ

ϯŏŏƃ ĜĥƵ %dĕ,ē ǤƱǫƨϯƧdž 5lĥĂɳĂdžϯŏƵ! ϯĸƚLJƧϯDLJĴɳĂ - đ
.%čĔ

ÜƱ[Ăƙdž Ĭ 5%dĕ,č ϯŏƚj dČČ LJdžƵĂϯDĜĥƵ Ĭ ƙƒ lƧ[Ǖƒ ϯĸƚLJ K ǳĐDžĒ
.ǤƱǫĬ 5%čĔ,Đ ĜĥƵ DĂǯŝƒ Ĭ 5%đĕ,Ē ƩDžĥơ Ĭ 5

%ē,č DĂǯŝƒ Ĭ 5DƵ %ĐĔ,č ĥƒƧ5DϯƶƨDLJdžƵĂϯDLƧ[Ǖƒ ĥƒƧ5Dĥƶ - ē
.ǤƱǫ%Ēč,ď

% Ďē,č ϯùƧĜLJ ||!ϯĂ %čĒ,ĕ ϯLǯ!ƒ LJdžϯĸƚLJƧĂϯDΣ ƧĂ[j ƨϯƧdž Ĕ
.ϯŏǤƙƒ ĈĂ[Ă ĜĥýɱĵƒĂ ϯĥƒǤ!ƒ K ĜĥɳĂƙĜĥƵƙǕƒ DƵ Ĭ !ƒ ĜĥĜ[DɣɳƧĂ

ϯùUƧĜdž ăĂ[dž DƵ%Ďď,ē yƶ Ƨ ýĜƱDĜĥ ƙƒ Ƨ[Ǖƒ ϯĸƚLJ K ǳĐDžĕ
.%dč,Đ Σ ƧĂ[j ƨϯƧdžĂϯD

ƽŏĂùƪ ƙDǯĂƨùLJĥùLǯ DĥĜĜŏǕ Ƨ[Ǖƒ LJdžƧŏϯƨϯĸƚLJĥĥơƙ Dƶ - čČ
ĥĥùơǒ% đč,Đ DĥǰdžƱù|5%dč,č ĜĥĜĜŏƒ ĥĥơƙ Ĭ ƙƒ Ƨ[Ǖƒ ϯĸƚLJ K LĝĂ
.ĈƒƧT!ƒ DĂǯ Σ ǂLĴ 5NĥĜĜŏƒ

ǗhùƪĜĥǯĞɳǅǇNbƧƙĜƵ|ƙĈƒƧǓƒ K Lĝ5ƧĜ[Ǖƒ ϯĸƚĜĥǯă ĥdžϯĸƚLJĥϧ čč
ϯùŏŏƃĂ ǤƱǫĬ 5%ĔĔ,Ē – %ĐĔ,ď LJĥK ơĂƒƧƙĂ %dĒ,č DĥƚLJ K ǳĐDž ŏơ
.ƧĜƙƒ ϯƶĜɳĂ %dČ,Ĕ ϯ!Ăǿ !ƒ ϯĐƵ!ƒ ||!ŖƔĸ ɣɳƧƒĂ Ĭ !ƒĂƙƒ Ĭ DƵ

ǕĜơƪ DĐǯϯǕƒ LJĴĂơƶ ĂD% đč,Đ LJƧĜơƪ ýϯǕƒ ϯdž[ϯŏơĜLJdž čĎ
% ĒĒ,ē ϯùŏŏƃ ƨùϯƧdž ù5ϯĸƚLJ DƵK LĝĂÜLJĥϯƙdžǅ DĥĴĂƙĜD% Đď,ĕ

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LǇdž‰ĐČ,ĕ Lƒ Ơư ƙ ÜŸĂ[illegible]Ǖƒ Ĭ 5DĂ[illegible] ŷƒơ[illegible] ý[illegible] LǇĂ ĎČ Ɨ ǖùǮĂ lƧùdž[illegible] hK[illegible]Ǩ Ɨ[illegible] Ĭ [illegible] YĂ[illegible]Ǖƒ Ĭ 5L[illegible]dž[illegible] Ɨ[illegible] DĂ[illegible] ƔĂ[illegible] ĸĂ .[illegible] K[illegible] ý[illegible] yd[illegible] K[illegible]dž Ɨ[illegible] Ăn!ƒĂ ‰čĔ,ĕ Ɨ[illegible] ƒĂ ‰čĕ,ĕ Ɨ[illegible] ƒĂ ‰ĎĎ,ď Ɨ[illegible] .‰čč,đ

ƨǑ[illegible]ĸĂ [illegible] Ĭ 5D[illegible] LǇdž[illegible] LǇdž‰ĐĒ,ĕ [illegible]Ă ĎĉČ .lƧ[illegible]ƒĂ Ƶ ǒ[illegible] Ư [illegible] Ɣ [illegible] ƒĂ D[illegible]

D[illegible] LǇĂĂ[illegible] Ǖ D[illegible]‰ĐĎ,ē [illegible]5ýƨLǇ[illegible] Ǉ[illegible] ýĂ[illegible]ĎĎ ĂD[illegible] Ĭ [illegible]Ă ýƨLǇ[illegible] Ǉ[illegible] LǇĂĂ[illegible]‰Ĕ,Đ LǇ[illegible] Ĭ 5ýƨLǇ[illegible] ýĂ[illegible] D[illegible] dž‰čĒ,dĂ D[illegible] ýĂ[illegible] LǇ[illegible]dž[illegible] Ƨ[illegible] ÜK[illegible] Ĭ 5 .lĂ[illegible] ýƨLǇ[illegible] Ǉ[illegible]

Ĭ ù!ƒ K[illegible] Ă Ɨ ùǒ ă[illegible] Ɨ[illegible] D[illegible] ýĂ[illegible] LǇ[illegible]dž[illegible] K[illegible]Ă Ďď .Ɨ[illegible] D[illegible] 5[illegible] ‰Ďĕ,Đ

Ǖ[illegible]ĸƒĂ ƽ[illegible] ‰čĕ,ď N[illegible] ŋ[illegible] ƽ ǒƷ ‰đē,Ē ýư [illegible]Ă ĎĐ .Ʊ[illegible]5ƽ [illegible] ‰čĔ,ď Džž

LǇûơ Ĭ 5ă ƧPDƧdž [illegible] Ǉ[illegible] Ɨ[illegible] Ǒ![illegible] LǇdž‰đĐ,Đ [illegible] ǒĂ Ďđ .N[illegible] D[illegible]LǇĂd[illegible]ŏ‰ĎĎ,Ĕ

Ǖ D[illegible] h‰ĎĒ,č [illegible]5Ǉ[illegible] ýĂ[illegible] Ĭ D[illegible] LǇ[illegible] Ǖ[illegible]Ă Ɨ[illegible] Ƨ[illegible] ĎĒ Ĭ [illegible]Ă ÜK[illegible] LǇ[illegible] Ǖ[illegible] LǇĂ[illegible] Ǖ ‰ēĐ,Đ LǇ[illegible] !Ʀ [illegible]Ă LǇĂ[illegible] LǇĂ[illegible] Ɣ[illegible]ŋ[illegible]Ă ÜK[illegible] Ƨ[illegible]ĸ Ĭ D[illegible] Ƨ[illegible] D[illegible] Ă[illegible] Ơ[illegible] Ǖ K[illegible] LǇ[illegible] .ýƨLǇ[illegible] K[illegible]Ă [illegible] Ǖ LǇĂ[illegible] 5[illegible]Ă[illegible] LǇĂ[illegible] D[illegible]‰đē,Ď

LǇd[illegible] ƨǑ[illegible]ĸĂ [illegible] LǇ N[illegible] D[illegible] LǇdž‰ĎČ,Ē ý[illegible] ơǒĂ Ďē .Ɨǒ[illegible] Ɣ Ƨ[illegible]ĸ‰čĎ,Ď[illegible] Ǖƒ ý[illegible]Ă LǇdž‰čĎ,ĕ N[illegible]

lǇù ǒ[illegible] ýƨù LǇ[illegible] Ǉ[illegible] LǇĂĂ[illegible] LǇdž[illegible] LǇdž‰dĔ,đ D[illegible]Ă ĎĔ .D[illegible]dž N[illegible] ƒĂ ýƨLǇ[illegible]

LǇd[illegible] ýù[illegible] ơ[illegible] K[illegible] ý[illegible] ƽ ǒƷ LǇ Ǒ[illegible] ơǕƒ ý[illegible] LǇĂ

- :ĭ ƙŬƒ Lƥƙ Ɠƥǒư Ăǩ ǅ ƙƍ !ƒ ƚ ƒƨ ƥƒ ƊƜƓƥŽ ƘƓƥƙ Ŭƒ ĭ ƊŽƚ ƙƥŬƒ

!ƝȝƐƕ ƥƊŽŃƝƒ

ƓƦù ʓƊŽƙŭ Ŭƒ ƱƊŷĂ ƚƥʓ Ŭƒ ƚƥƙ Ƙƒ ƧƬƊŽ ƥƚ ǚ ƒ Ƙơư ĂƊ č
ĭ ù ƊŽŽ‰ĕđ ĭ Ăù Lƺ ƊŽƝƙ Ɠƙ ƚƥʓ Ŭƒ ƚƥƙ Ƙƒ ƧƬƊŽ Lƚ ƊŽ ƧƬ Ɠƙ ƒ ý ǂ LƊ
ƚù ƙƧ ƚù ƊŽ Ɠƙ Ŭƒ ƚ!Ɠ!ƒ Ŭƙ ƥƊŽ ĭ ƝĂ ƧƬ Ɠƙ ƚ ƛ ù ƛ ƓƙƗ ƓƙŬ ŏ ƚŭ Ŭƒ ƱƊŷ
.ƖƧ Ŭƒ ƒƧƧƊ ƒƥŽĂ ƖƧ Ŭƒ
LƊ ƚ ƥù Ŭƒ ƚƥƙ Ƙƒ ƧƬƊŽ ƚƥƙ ƊŽŽ Ɠƙ Ŭƒ ƥƚƙ Lƥƙ ǚ ƒ Ƙơư ĂƊ Ď
ƚù ƥƙ Ƙƒ ƧùƬƊŽ ù ƊŽŽ‰ĕđ ĭ Ăù Lƺ ƊŽƝƙ Ɠƙ ŎŽ Ɠƙ Ŭƒ ƥƚƙ ƧƬ Ɠƙ ýƥƊŽ
.ƓƙƊŽƓƙ ƒ ýĂƓƙ LƥƧ Ŭ ƖƧ Ŭƒ ƖŽƥ ƒƥŽ ƓƙƊ ƚƥʓ Ŭƒ
ýù ƥƊŽ LƊŎ ƚŭ Ŭƒ ƱƊŷĂ ƚƥƙ ƊŽŽ Ɠƙ Ŭƒ ƥƚƙ Lƥƙ ǚ ƒ Ƙơư ĂƊ ď
ƒƥù Ž ƓƙƊ Ŏ ƚŭ Ŭƒ ƱƊŷ ĭ ƊŽŽ‰ĕđ ĭ Ăƺ ƊŽƝƙ Ɠƙ ŎŽ Ɠƙ Ŭƒ ƥƚƙ ƧƬ Ɠƙ
ĭ ù 5 LĂƥ ƙƊŽ Ɲ ƥƙ Ă ƚ ƒƧ ƥƒ Ƙ ƓƙĂƊŽ LƊŽƥ Ɠƙ Ŭƒ ă ƥƊŽ Ɲƚ ƛ ù ƛ ƧƬ Ɠƙ
.ƓƙƊŽƓƙ ƒ ýĂƓƙ LƥƧ Ŭ ƖƧ Ŭƒ ƖŽƥ Ă ƘƓƙĂƒ ƒƥƒ
ƧùƬ Ɠƙ ýù ǂ LƊŎ ƚŭ Ŭƒ ƱƊŷĂ ƚƥƬ !ƒ ƚ!Ɠ!ƒ Lƥƙ ǚ ƒ Ƙơư ĂƊĐ
.ĭ ǂŭ Ŭƒ ƱƊƙ ƧƝƙ Ŭ ƚƥƬ !ƒ ƚ!Ɠ!ƒ
‖ƓƙLƝƥLƊ ƚ ƥù Ŭƒ ƚƥƙ Ƙƒ ƧƬƊŽ ƚƥƬ !ƒ ƚ!Ɠ!ƒ Lƥƙ ǚ ƒ Ƙơư ĂƊđ
ƓƊƝĂ ƚƥʓ Ŭƒ ƚƥƙ Ƙƒ ƧƬƊƙ ƧƝƙ Ŭ ƚƥƬ !ƒ ƚ!Ɠ!ƒ ƧƬ Ɠƙ LƊŽ ʖ5 LƥƧ ƖƧ
.ƚ5Ɠ!ƒĂ ƚƖŽƒ

ƞȝƝƓƕ ƥƊƚƓŽ

ƓƦù ʓƊŽƙŭ Ŭƒ ƱƊŷĂ ƚƥʓ Ŭƒ ƚƥƙ Ƙƒ ƧƬƊŽ ƥƚ ǚ ƒ Ƙơư ĂƊ č
ĭ ù ƊŽŽ‰ĕđ ĭ Ăù Lƺ ƊŽƝƙ Ɠƙ ƚƥʓ Ŭƒ ƚƥƙ Ƙƒ ƧƬƊŽ Lƚ ƊŽ ƧƬ Ɠƙ ƒ ý ǂ LƊ
ƚù ƊŽ Ɠƙ Ŭƒ ƚ!Ɠ!ƒ Ŭ ƊŽƒ ŬLƥƊŽ ĭ ƝĂ ƧƬ Ɠƙ ƚƙƧ ƊƓƙƗ ƓƙŬ ŏ ƚŭ Ŭƒ ƱƊŷ
.ƖƧ Ŭƒ ƒƧƧƊ ƒƥŽĂ ƖƧ Ŭƒ ƚƙƧ
LƊ ƚ ƥù Ŭƒ ƚƥƙ Ƙƒ ƧƬƊŽ ƚƥƙ ƊŽŽ Ɠƙ Ŭƒ ƥƚƙ Lƥƙ ǚ ƒ Ƙơư ĂƊ Ď
ƚù ƥƙ Ƙƒ ƧùƬƊŽ ù ƊŽŽ‰ĕđ ĭ Ăù Lƺ ƊŽƝƙ Ɠƙ ŎŽ Ɠƙ Ŭƒ ƥƚƙ ƧƬ Ɠƙ ýƥƊŽ
.ƚƥ ƒƧ ƥƒ Ƙ ƓƙĂƊŽ LƊŽƥ Ɠƙ Ŭƒ ŬƓƙŎ ƖƧ Ŭƒ ƘƓƙĂ ƥƊŽ ƒƥŽ ƓƙƊ ƚƥʓ Ŭƒ
ýƥƊŽ LƊŎ ƚŭ Ŭƒ ƱƊŷĂ ƚƥƙ ƊŽŽ Ɠƙ Ŭƒ ƥƚƙ Lƥƙ ǚ ƒ Ƙơư ĂƊ ď
ƒƥù Ž ƓƙƊ Ŏ ƚŭ Ŭƒ ƱƊŷ ĭ ƊŽŽ‰ĕđ ĭ Ăƺ ƊŽƝƙ Ɠƙ ŎŽ Ɠƙ Ŭƒ ƥƚƙ ƧƬ Ɠƙ

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.lƧ[Ǖƒ KĞǤ̈ᶈĂ ƒβʐĂ DŒǨǕ:ƒ Ƨʐ[ɫŖᶙĞǤǰǯ ƒɒǰǯƒβʐ ĞǥŎǬɫǿƧ[Ǖƒ

yǒďǰ LĐǑɫǖnŖ[Ǖƒ ƱďǰǯĂ ɫƑǿĐŽƵĞǫǩǕƒ βʐȴƀ Lǰɦɫǖʐ!ƒ Kơư ĂD ď

ƒβùʐ ĞǥŎǑɫǖnŖ[Ǖƒ Ʊďǰǯ Ǐ ĐʐŽ%ěď ǐ ĂLʐďŽŏƛĞǰ ǑƵĞǫǩǕƒ βʐȴƀ ƧƮ ĞǮ

.DŒǨǕ:ƒ Ƨʐ[ɫŖᶙĞǤǰǯ ƒɒǰǯ

Ư ƒƧùďǕƒ LĐǑɫǖnŖù[Ǖƒ ƱďǰǯĂ ɫǒơƮ !ƒ ɫ!Ǥ!ƒ Lǰɦɫǖʐ!ƒ Kơư ĂD Đ

.ǑɫǖnŖ[Ǖƒ ƱďǰǯǤǯƛĞǩɫLǰǯďǰǯ

ɫù5ǤǰL!ƒ LĐɫǿƧ[Ǖƒ ɫƑǿȴƀ KƒƧƬďďǯɫǒơƮ !ƒ ɫ!Ǥ!ƒ Lǰɦɫǖʐ!ƒ Kơư ĂD ď

.ɫǿƧ[Ǖƒ ɫƑǿȴƀ KƒƧƬďďǯŏƛĞǩǕ Ʊ[5

LǰĐŽŖɋƒD ǯǯŏ ĐŽǑ

ǤƦùʒĐŽǑɫǖnŖ[Ǖƒ ƱďǰǯĂ ɫǿƧ[Ǖƒ ɫƑǿȴƀ KƒƧƬďďǯLǰɦɫǖʐ!ƒ Kơư ĂD č

.ǑɫǖnŖ[Ǖƒ Ʊďǰǯ Ǐ ĐʐŽƛĞǩ lƧ[Ǖƒ ɫƙ! Ǐ ďŒǰǯ ǎ ĂŖ[ďǰĂ Ƨďǯƒ Ă ɫLǰǰ!ǰ LĐ

LĐɫǿƧù[Ǖƒ ɫƑǿȴƀ KƒƧƬďďǯɫƑǿĐŽƵĞǫǩǕƒ βʐȴƀ Lǰɦɫǖʐ!ƒ Kơư ĂD Ď

ɫùƑǿȴƀ KƒƧùƬďďǯ ùĐʐŽ%ěď ǐ ĂùLʐďŽŏƛĞǰ ǑƵĞǫǩǕƒ βʐȴƀ ƧƮ ĞǮ yǒďǰ

DǯǯoĐǯǰ ǖnŖ[ƒ KƒƧďǰβʐĂ ǕĐŒǨǕ:ƒ ǎ ƧǨƬǒ LǰďǯĞǩLƒƧƮ Lǰ ƒβʐ ĞǥŎǬɫǿƧ[Ǖƒ

.ĞǮĂŖĐ

yǒďǰ LĐǑɫǖnŖ[Ǖƒ ƱďǰǯĂ ɫƑǿĐŽƵĞǫǩǕƒ βʐȴƀ Lǰɦɫǖʐ!ƒ Kơư ĂD ď

ƒβùʐ ĞǥŎǑɫǖnŖ[Ǖƒ Ʊďǰǯ Ǐ ĐʐŽ%ěď ǐ ĂLʐďŽŏƛĞǰ ǑƵĞǫǩǕƒ βʐȴƀ ƧƮ ĞǮ

ǕùhɳĂƒ KĞǤLĂɫďŽĞǨPǒǎ Ŗƒ LǰďĂ ǕĐŒǨǕ:ƒ Ƨʐ[ɫŖᶙĞǤǰǯ ƒɒǰǯ NǰɫƛǕƛƧƮ ĞǮ

.ĞǮĂŖĐDǯǯoĐǯǰ ǖnŖ[ƒ KƒƧďǰβʐĂ

ɫLǰǰƧ[!ƒ LĐǑɫǖnŖù[Ǖƒ Ʊďǰǯ!ƒĂ ɫǒơù Ʈ !ƒ ɫ!Ǥ!ƒ Lǰɦɫǖʐ!ƒ Kơư ĂD Đ

.ǑɫǖnŖ[Ǖƒ ƱďǰǯǤǯƛĞǩǕ ɫLǰǯďǰ Ư ƒƧďǕƒĂ

ƒɳĂǩǕ NĐɫǿƧ[Ǖƒ ɫƑǿȴƀ KƒƧƬďďǯɫǒơƮ !ƒ ɫ!Ǥ!ƒ Lǰɦɫǖʐ!ƒ Kơư ĂD ď

.Ğǰǰǰɦɫǖʐ

:Ǐ ŖǕĞɫǒƮ ĂŖƒ ɣɳǒǀǀ!Ŗ LǰǯĂ

KĞƒɳĞǰǰĂ KƒƧƬLǰĂ KƒĂŖLǰĂ Kƒƨư ĞǰďǰƴƛďƚƩŖǯďǰɣǒĞĐĐǰǯPŖ[ƒ - č

NǰǰƬ ɫù Ʈ ĞPĂ KĞǤhɳĂƒ ƒβʐǫɫǒǥɫ Ǐ 5KǒȴƀɫƙǕ lβʐĞďǯKƒƧĞ!ƒĂ ɫǒƵĞǰƒ

.lƧ[ǖ! Ǐ oƮ !ƒĂ ɣƮ Ğǰǰ DŒǨǕ:ƒĂ LǰďǰƧĞǨPƒ ɫǒǥɫĂ ǕƨNǰ!ƒ

DǰǰǩYĂƧƬďǯĞƒLǰβʐ ɫǒĐ[ǩƒɫƮ ƒƧƿɫǒĐ 5ýƨLǰǰɫƙ ǎƬǰ lǰƒƧďǯ Ď

.ɫǒǥǕƒ

.čĚĚť Ǘčěēē ǗŊĵŊĂ ł ħĉdžǖƧŊĐƒ ǗŎƵƓǩqǕƒ ł ơħƥ ýĂ[Ɗ(čěēē)Ŀ] ơ ƥdždžǮ ƓƥƥƧ - čĎ

13-Tony Tripoli, The Assessment of Social Research, N.Y. Peacock Publishersine, 1983, P. 47.

Ƨ DĵŽĂŶ Ĩƌ ĂŶĐĞ

ŀĐĐĞƉƚĞĚ ŝŶ ƉĂƌƚŝĂů

ăƉƉĞĂƌ ŝŶ ĨƵůů ŝŶ ƚŚĞ ŝŶƚĞƌŶĂƚŝŽŶĂů **:ƉŝŶ Ƨ DĵŽĂŶ ĨŽƌ ƚŚĞ**

:Ĩ ĂŝƌĞ ŝŶ ŵĂƚĐŚ ƚŚĞ ĐŽƵƌƐĞ ĂŶĚ " Ƨ Ɩ ĂƚĞ **:ƉŝŶ Ƨ ĐŽƌ ĨŽƌ ƚŚĞ**

čĕēē- čĕēĐ Ƨ Ɩ ĚŽƚƚŽŵ ŝŶĨŽƌ

ŝŶ ƚŚĞ ŝŶŚĞƌĞŶƚ ĂŶĚ ŽƵƚƉƵƚ KƵƚƐŝĚĞ Ƨ ŝŶ ƚŚĞ ĨŽƌ **:ƉŝŶ ƚŚĞ ĨŽƌ ƚŚĞ**

ŝŶ ƚŚĞ KƉĞŶ ĂŶĚ ŽƵƚ ĂŶĚ KƉĞŶ ĚĞƐŝŐŶ **:ƉŝŶ DĵŽĂŶ ĨŽƌ ƚŚĞ**

dēĐ

[illegible]

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Lǰdž‖ !ŀĂ ł ǒǗdž!ƒ ‖ ĐŽ !Ǘ!ƒ ǎ Ăķ dž Ĭ 5lƨƧǗKȚ ǒ ‖ Ďǯ dž ł ǒǗdž! ł ǒŋĂķƒ
łùǒǗdž! ǎ Ŗù ǒĶƒ ƝdǗ Lǰŋ ł ƹǗu Ț ĎžĂ Ǚ ďž Ƨ!ƒ Ɣ ǗĶ Ǚƒ ł ǒǦ Ďž ł ǒ
ýǗǩƒ ĎžĂ ǗǰŽ ǎ ƥƒ ƨĂŋǒǙ Ĭ Ķƒ Ďǩƒ łŽĂ dǯ dŽ ƷĂķ ĎžĂ ǗǗLJ ‖ Ďǯ dž
.‖ Ďǯ dž ł ǒǗdž KǗdž ŋ Ǘ!ƒ ý ǂ ǒŋƒ

Əƥ Ǘ hƢƨ ù Ț dž 5ł ǒǗdž!ƒ ǎ Ăķ dž ƛķ Ďž Lƒ Ĭ Lǯ ǒǙ Ďǩƒ ƒ Ŗ ǊLĎ Ƨ ǒ
Lǰ ǂ dž ‖ !Ŗ ýƑ Ǚ ƥĂ ǕǗ Ǘķ Ǚ ƥƒ ƒ łȚ Ǘ !ƒ ĎŽ KǗĎŽ ǎ ƥ LĎŖ ł ǒŋĂķƒ
:ǕǗLJ Lǰdž ķǒǗƷǗǩƨhƥ

.Σ ǒƥķƒĂ ƫ ǯ!ƒ ýǗƷĎĎŋ ķ ƥƥŋ ỳƨ Tķ ƧƥȚ ǫ č

.KǗ Ț ƒĂ dǯĂ Ǉ ƥĂ ŋ!ƒ Ĭ Ďž ł ǔ!ƒĂ ƻ ƒƧTǙƒ ĎǯLǰķ Ď

.Ďǯƒ ỳǚ!ƒ KǗdž Ă ł ǒŽĂ Ǖķƒ ƥĂ ŋ!ƒ ỳdž Ț ƒĂķƒ- ď

.‖ Ďǯ dž ł ǒǗdž! Ďƥ Σ ĎŽ ǗLǫĐ

.‖ ǚ ŋ Ǚƒ ƥǒTƨĂ ‖ Ďǯ dž ł ǒǗdž! ł Ț Ț Ƥķ dŽ Ƨƥ ǫ ǗLǫ đ

.Lǰŋ ķ dǯ ǎ ƥ KǗ Ț ƒĂ dǯ Ďž Ǚƒ ł dž Ț ƨǒ ž ķ Ē

łù ǒ ǗŖ ķƒ ƻ Ƨù ǯ!ƒĂ ýǗ dž Ǚƒ ýǗƧ KǗdž ỳdž Ț ƒĂ ĎŽ Ǘ ƥǗ ƒ- ē
.Lǰ ƧĂķ dǯĂ LǰƧȚ dǯĂ Lǰdž ķ dž KǗdž Ă

.‖ Ďǯ dž ƻ ǒ ķ ƻ ƥķ Ɲ dž ƹǗȚ - Ě

.‖ Ďǯ dž ƺ Ă ơ Ĭ ĎŽ ǎ ƥķƒ Ƨ ƝĂ Ʉ! ǎ ƥȚ ķƒ Ĭ 5Ďǯƒ ǎ T!ƒ łǂ Ƨ ǗdŽě

ƝǗ ǒ ǎ ķƒ Ĭ LǰǗƒ ƨǂƧ dǯ Ɲ ƧƷĂ ǒ ĎžȚ dž 5‖ Ďǯ dŽ ŋ LǗŽ ĂĎ Ʉơ ǚ ǒĂ
LĎĬ ù ĎŽ ł ǚ Ț !ƒ Ŗ ù ŋ Ǘƒ ķƒ ǗLJƨhƥ Ďǎ Ďƺ Ă ơ ł Ǘ dǯ ƝǗĎŽ ý ǚ Ƥ Lǰdž
KƒƧǓǕ ĂĎ KǗ Ț ƒĂ dǯ Ƨƥ Ɲ ĂĎ ƥĂ ŋ!ƒ Ĭ Lǩ Lǰdž Ăǂ T!ƒ Ĭ 5ƺ ơ!Ǘ ỳķ dž ‖ Ďǯ dž
.ƺ ơ!Ǘ ł Ǘdž ƺ Ǘ Ĭ 5ǙƧƥķ Ĭ ķƒ ƧĂ dǯ Lǰdž Ďǯ ƧǗȚ Ď

ƥù ơ dǯ ĎŽ ǗƥhǫĬ 5ƺ ơ!ƒ Lž ƻ ĎŽ ǎ Ăǂ T!ƒ Ĭ 5ƺ ơ!ƒ LĎ Ʉơ ǚ ǒ ƝĬ ĎŽ
Ĭ ù!ǫ YǗ Ăǚ ƒ ƥǗ ł ǒ hƝĂ ɄĂdŽ ǒĂ Ɲ h ý Ƥ ƥķ Lǰ ł ǒƧ lƨŋ Ǚ ĎŽ ĎŽ
ĂĎ‖ Ďǯ dž Ɲ Ț hƒĂ ǂ T ỳ ǒ LĎ‖ Ďǯ dž ỳǒ Ǖķ ǒǙ ýǗ dž ý ǒ ù Ĭ ĎŽ ǗǕ

[illegible]

[illegible]

[illegible]

أولا: خصوصية الدراسة ـ ملاحظات أساسية

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[illegible] Veblen [illegible]

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(Demonstration effects)

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Ư ùzhýÄùofk ɣùƫ Lʆ Ă ŀ ʃǝ|!ʃ KǛǴ Ư zhǕŽǽk ydž .ƥǤ ƙǕʃ Ĭ !ǫŀƫ ǬǬ!ʃĂ
ǬǴz!ʃ YǴǬ!ʃ ýǴƞƧ ƧǴǂĂ LǕ5ǴdʆĂ ǤƧƨĂʃ ǤǕǂĂĂ ǤƧƨĂʃ ǤǤǒƧĂ ǤƧƨĂʃ
ƥùǂeƙĂ .ýǴǾdžDýǴƞƧ Ĭ !ǫǑdĂǂơ!ʃ DǬǮ ǑƼŀǒǴz ƻ ʃǴĂ ʃĂƥǬǮ ǕdžǮDǮǭĂ
Ăơ'Lǰɟ [(dď)] Lʆƥdž ýĂƿƥơ Ĭ DǮ – ɣʃƧư!ʃ ƨǴǰ |ǮƥƿĬ ƦʃĂ KʃƧĂǬǮ ǬƥǮ
.ƧĂǬǮǬǮǂĬ !ǫDǮ zhNǰýƫ ǒLǰơ ǑƼǴʃ čđ-čē

lĂùDǮĂ lƧǴùT!ʃ LǮĂ [(ǖdĐ)] "LǴǮ!ʃ ƱǬ!ʃ" lƧNǴ LǮ || ʃƦǤŀ ǬƥơʃƧǂ
ƐƬ ýǂ LĂǮzǒLĂǬǮdĂ ǤǬǮǬǴǰ ǗǴǮǮ [(dď)] Ʃ ǒĂǮ ýĂ|ǒǴǮ – K'oǂƫ ƊǑƦʃ
.LĂ|5ǴlǮ LĂLĂǮǬǮ LĂLĂǬǮ LĂǂǴǕʃ DǮǗǴơ ƻ ƧzǒǗ DǮǭ LǬLĂƧǒĂ
ǗýʎdžK'ǴǮǬǮ ɣĂƉǮĂ yǰĂ ƧǬǮ !ǫLʃƦǕʃ LǮ ŀǂǭĂ lǂǴƞ K'ǴǮǮK'!ĂoƙĂ
.[(dĚ)] "ŀùǫǒzƦʃ ǴlǮP ǑùǬǮǴʃ "Ă– "ĂǂĂƿ ʃĂƞʃ ǴǰǑǬǮǴʃ "Ă - ǗĂDǮ
DǮù5DKùƫ 5ǴĂ– ǗǂĂùdǮŀǒƧùƫ dǮ" LǰǤdǮŀƫ ƧƥdžŀǒƧƫ dK'oǂƫ ƬĂ
.KʃƧǬPdǮ

ǗĂƬǬù|ǒǗ Ǘ DǮƥdždžYƧǤ LǰdžDǮǰĬ Ʀʃ ǑǂơT!ʃ ɣƧƱdǮŀǒĂǮ ƥdžD
NǰǒǫǑùLǒ– ƥǮʃĂƿ" ɣǴDĬ |ǬĂdǮ ƥǮʃĂƿ DǮǮLǴdž ƊǑ5ýʃƫ ǴǮǮ ɣƙŀǒ
ƧùƙƧ .ŀùDǮǮƧĂùƫ hNǰǒǴǮDK'ƧTƦʃĂ. [(dē)] " !ǂĂoLŀƫ ơ Ǒ5ǴǰǫǑ– ƥǮʃĂƿ
[(dĚ)] : NĂ|h(lĂDǮ) ƱdžLǮ ƧʃƥƙʃĂ lĂ|hă ƥĂLǰǕʃ

ŀƱLǰ!ʃĂ lĂDǮĂ .. ŀƱLĂǗʃ LǴǮ ʃƦNǰ

KǒǴĂƫ ǬǮ!ʃ ǤƙǂĂ.. KǒǴƥĂƞ ýĂ|ƙƻ Ƨzƙ

.ƧǗĂƥǴǬǮƙĂ

!ǂǴǰƙǂhýĂ|ƙĂ LǬĂʃ LǴǂýǂƙ

ǴǰǤǫdžă ƧƙĂ

!ǂ|| ĂƬĂ || ǬǮǑ5yǒƙĂ

ă ƧʃĂ| – ŀLǰƿ ǗLǰhǗK'Ăƿ

.Ĭ ƧʃĂơ!ʃ ǴĂƬDLĂzǬǮ

ǗǑƙoƦʃ) ǑǫP!ʃ ƥǤ ƙǕʃ ƧĂƿ ƥʃzʃ ŀƫ ǴƿǑǮƦʃ || ǖnƫ Ǘʃ ĂdžydžȔ ʃƗ
ǗǑùhƞǗʃ ƥLǬǮƥĂƫ !ʃ ȝĂƫ !ʃ ǗƬƫ dǮǑ5 [(dē)] (ǑǬǮ!ʃ Ƨǭ Ǘ ƦƧdǮ Ƨǭ ǗƥĂƫ Ǘʃ

ýùǒǍoƙÜǨƒƥƨƒǍù!ƒǍ Kƒƨƥǥ !ƒ ƨǒƒǍ5ƨ ǒǝƙ Üǝʈ dǯǈdǯƴƒǍdǯƒ Σ ǍdƨƔǒǝnƙ
ÜǍùTƨ!ƒ ÜǑhƒƥƨùùư !ƒ Ɣƨùnƙƒǅ Ɣùǒǝnƙƒ Üǒǥǯƨ ƨǒǭ Kƒǅǉƨhƨ KƒƨƤƥdǯ
ƨǍƥ DƤǯr ƙǍ . NǰƥǍ KƒƨƥƤdǯÜKƒǍǤǥ Ư ƨ5Ǎ NǰǑDǯÜƨǤƥ ÜK ǥǝʈ ÜKǕǍdǯ
: Lǯ ǁ ƒRǥł ǒǥo!ƒ ƨǍǂ ÜǁƒRǥǑłƒƨKTǕƒ Ǐ ƶƥdǯ

Lǰǘdǯ5 ƨƶ ǤǰǰdǯƔƨʈ ƙǒǑƙƒ ƔǍǀʎƒǍ [ǂǂ] "ƔƑǤ!ƒ ýǤdǯ ýǤǝǭ" 抨

ƨ ǭƨ ǂʈ Ǥ ǂǒ ǤǕƒ ýƤǯ "Dǯƥ" KǤǥǯ5ÜKǕǍdǯƒ ÜDǯƥƒ ÜKǤǥǕƒ ÜǁǍLǰƥ
KǍǥùʈ Ɣǂ . ǀƨǑƥǍ NǰǍ ƒ ǤǰƥƨhƨhǤƤdǯ ƔǤʈ DƔǍǂ Ǐ !ǫ Ɣ NǰǒƨhƤƒ
DǤƶ ýǕùƤ NǰLǰčĕēē ƨǒǤǰčď DƤNǰDǑ5(ǂƒǂǤdǯ lǍƨǀƒ ..ƨƤǥƒ) Ɣ!Ǥ ǍhD
ÜďĒĚČ ǤǰǰdǯDǤơ ǂ!Ǥ ĎĒČĚĒ YǍƨTdǯ ƨǭ Ɣʈ ǂ!ƒ lƨƒǥǫ Ǐ DƶǕ Ư ƨƶ čĕēĒ
ǤǤLǰƤǍ ƨ ƨǤǘʈ !ƒ Lǰdǯ Lǰǘdǯƥdǯ ǂǒǤǭ ÜKǤǤǰ!ƒ ǂdǯƥdǯ !ǫǤǰr ƨhýǒTǍ
.LǯǤƤdǯ

Ǐ LǤǘʈ Ǖƒ ƥǥo!ƒ ǂǀ5ʈ Ǎ ǂǒǰƥǕƒ KǤǒǍRǕƒ ǂǀ5ʈ ǂʈ Ǥ [ǂǂ] "KǕǍdǯƒ" 抨
DǤùƶ Ǒù5. [ǂǂ] ǂǑDǯ LǰdǯLǰǘơƒ ǤTDǤǥ5DǤƒ Ǐ Rƒ KǤǕRƤǕƒ ǁ!ǂǍ
Ǐ ùDƶǈƒƥƶǕƒǍ Ǐ ƨƒǕƒ Ɣǒ Rƒ Lǯ K5ʈǂ Σ ǕRƤƒ ǂǒr ƤdǂDē KǑhư čĕēĒ
YǤǑ!ƒ 5ùƒƨơ" ǂʈ Ǥ ǂ5ʈ hǍ lƨǍǂ!ƒ "5ƒƨơ!ƒ" lƨKƒ ljRNjKƥnʈǍ Dǯƒ ýǤdǯ
Ǒù!ǫčĕēĒ DǤƶ ǤǤơDēď LǰdǯǒǍǂơ!ƒ KƊTLǰdǯ Ǒ5 Kƶ5Kƒ ǑRƒǕ [ǂď] "Dǯƒ
.čĕēē Dǯ dĎē

KƒƨƥùƤdǯǂùǒǍƥǍ ƔǤTƤǍ KƒƨǤǘʈ Ǎ ǂǥǤ ǤǤDǯýdǯ Ǐ Rƒ "Ɣǒǝnƙƒ" 抨
Lǰùn!ƒǍ ƥùʈ Ǥƒ ƜǤƥù!ƒ ýùʎdǯʈ Ǥ5ǂǒǭDLǯ ǂ ǒǥo!ƒ TƥǍ ÜǤƤǭǍ Σ hǘdǯ
Ǒù5Üǎ ƨùƤDLǂǤdǯ KƒƨǤdǯǍ Ǐ LǰǍdǯ LǰdǯƔǒǝnƙƒ ƥǥǯ ơƒ ... Ǐ ǂƨǤǰƒ
Ďď KǑhùư Ǎ ǂǒư ƤĒČČ Ǒ!ǫĒ DǯǑ5 Ɣǒǝnƙƒ ǤǤ ƤƥƶýʈǍ ƥǯʈ ƨǍhƲ
ƨǤǑdǯǤǘƨơ!ƒ 5Ǎʈ !ƒ ýƑǤ hƔǒǝnƙTƥhƨNǤƒ ƨǤdǯǑ5Ǎ. [ǂǂ] KƒƨƤdǯǒư Ƥ
DǰǍƤƥùhƟǍdǯʈ dǯ Ư ƶhǍ LƒƨǒǑDƶʈ dǯǂƨT KǤǰǍdǯǓ ƶhK!ǍoƙǍ. [ǂď]
ǂǒ lƨ5ƒ Dǯǂ!ƒ ƔǒǤǍ lƨƥǍǂƥ ƔDǯǍ ƜǍƨ!ƒ Dǯǥhƨǥƒ ǑǫǂǒǂƨdǯƒǂǀǑLǯ
.ǤƥǍʈ !ƒ 5Ǎʈ !ƒ Ǒù5Ǐ ǂʈ ǒǍƒ KǤǤƨǍǂǥǘơ!ƒ KƒǍƥǍ Lǰ5ƨǤƥ KǤǤƨǍ
ƨ ǕǕ ǂǒƒǕƒ ǂǤƨ!ƒ ƨ TǂǍ KƒƨǤ !ƒ Ɣǒǝnƙ Ǒ5 ƔƶǕRƒ Lǯ ƨ ơʈ !ƒ ǂ ƥoRǍ
ƨǂRùǒǍ. ǁ Dǯdǯ Dǯǥ ǤǰǰdǯƶdǯʈDKhƥǯʈ ƨǍhǁ ƨdǯ LǰdǯKDǯ Kƒƨǥ !ƒ Lǰdǯ
ýǍƤƥù!ƒ ƨùʈ ơǍ ..Dǯƶ!ƒ ƥƨùǒǕƒ" ýǍơ NǰýǤdǯǑ5 Dǯƶ!ƒ ƥƨ Ǒ5Ǒ! ƨǍǂƥƒ

ƨŏTŏčĕēĐ ƨhŏţžŏþ+ŏĞĹĵŎ5lƨNĢĵf Ŏ5KʼfƨŒ DŽĵfpzk ƨPƈLĴDʼ(ĐĒ) :+ħanfjdž
LĂoþžu|ſŏLĵudžĴDLĵor Ŏ5lƨŒ ĒĒ,ĔĐđ ƩDŽþ+Ţ ŒʼfKʼfƨŒ !f ĵfŽ LĴDŎ!ǫ
KʼfƨfƨžƕƲ

KùpƨƸDƨùoĦĵĂƨùĦĵƽŏƨƱ LĵĂ."ǴDdČ LĵŽ LĂþŏŏŮ DŒf ĵfƨŏŰf"
+ù!ĂþƱĂ|ùŢ" LĵŽ+ ďpo!f DƸŽ ŬKʼfƨþPdž LĵdžďŽur KʼĢĵTħ+ŏƨŢ džƽĂŢ!f
KʼƱhur þĂþo!f Σ ƨơ KʼfƨħŒPdŽ KʼfĂp LĴDŽƛdž ơŢ!f KʼƨTLĵƒ5Ŭ(ĐĒ) "+ďƱĢĵþ
Lĵdž |okLĴDƽŕuŏDŽĵ ĢþŽ ýƛdž KʼfƨþPdž LĵdžƑ ĎČ čĕēĒ DŒ ýŰP
.(ĐĔ) "ýħp

Ĭ!fĂơ þŰĦĵýPþŏDĵƨƱ LĵĂ ɣŏnĵKʼĢĦƬ fĂDŽfĂƨTƦĵ"+ƱLĵ!f ƨĢƙʼ
Ŭ(Đē)"KʼŬŬþù!f"+ùLnĵdžƱĢLĵƛ ĵĂ ŬNŰPĂ+ŏĂþŬfĂ KʼfƨþPdžĂ þLĵ Lĵdž‰ĕČ
ŬĢnƨ!f LnĵdžƨýħŒĵLĵ Ĭ DŽŽƨŢ ĵkDŽ.þƨĂŖdžĂDĬ DŽŽĂNĵĢdžǂ ýdŽŏ
yùuơĂ+ùďŽdžƒĢ ħŒDyŏĂ"+ħŽ!f ƨĵĂŋħʼlƨƸ ƽĂŢ LĵdžƨƦTŏDŗzħƲ
lƨþùPdž+ŏĂþŬfĂ Σ Lnĵ!f+ŏĂþDĬ ƱĢkYĢƨf KʼþnŢ lƨƦ5.þƨĂŖdžK+Ʀ ĢþŽ
Ĭ ùDŽ ùƙơ ĂDKʼĢ+ďĂĦĵƱ ƶħĂDKʼĢþŢ!f Ŏ5ƈĂŢ ŬKʼĢnĵdžĂ KʼĢħĵdžĂ
+ùŏĂþü! +ùDŒf LƶĢPdžƱ ùƶħKʼþŋĂĂ.ĢĵĦĵ! ĵƨŢ YĢYƨfĂT!f+ƽŢ ƨD
:lƨþùPdž ɣĂħ!f ƨƨħDLĵudžĵĢ.Ĭ ħƨĵĂT!f Ŏ5+ŏ LnĵKʼĢTLdžĂ lþƨĂŖdž
čĎ ĢnĵdžlþùơfĂf ĢĂƸĢþ+Lĵơ.ĢĂƸĢĵĂŬƩ ĢĂħĎĂŬDĂĢĵf ĂDɣĢơĂħD
.(đČ) "NŏĴ

Ʊ ùƶħLĴDLĵuDŽĂŖù!f||ƒŖĵ+ơŢ!f ƨŏĂLĵħlƨŏdž+ƨƶdžKʼþnŢ lƨƦ5
ƨùŢdžŎù5ƈĂþĵ+ƶĢŢ DŽŏƦ Kʼfƨdž ŭƛNĵĂTƨ fĂĂĢ+ŏĂþŬfăþƨĂŖdž
ĵfƨŏùŢŬf+ùơĢħuĵĂħĢĂŬƩŢ dž||DŖdžɣĢơ Ĭ DŽĂ+ĦŎ ƟĢƨD ďpkĂ
KʼĢLĂĵdžħĵf ŎùNĂ"Ʊĵdž+ŏĂþD ƨŏĂf NĢĵŏĢdž|!ŖŎ5ĢdžŎƨT ĂDþŏp LĂþ
ɣùŢĢdž ùDŽýĂùŢ ơ!f Ŏ5ƨŏĂƸƦf fĂďƨPŖƒDĵĂŬƩ Lnĵ!f+ŏĂþĂ KʼĢĂ|džĂ
yLĵ !f+ŏƨŢ dž+ŏĂþŬf ý|LĵKʼfƨŒ Ĭ |ĵĢ! ăĂĢƨ LĂƶƽŏŏfĂĢ DŒĂ LĵŰudžƲ
LĂùďDŽĐ Ĭ ù!ǫDŒĢħdžŽƨ LĵdžDŒdžƩŬKʼĢþŢ!f Ĭ DŽƱĂƶƨĂŏŬ Ĭ ƙơ
.(đč) +ŏĵ

LĵdžƱLĵ!f ƨĢƙþĵƨƙĂŬlƨơ+|ƱLdž!ǫþŽŢ ƨĂħýŏĂok||!Ħǂ lƨƙĵf KʼþnŢ
+ù!ĢħƱ ŏĂƶkLĂþŏƨŏĢĵDŽƨĢƙ"||ƨdž!f ƨĂďĦdžŎƨŢ ĢĵĂ.ƨĢŢ!fĂ ƨĢĵf

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[illegible]

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ǂǒûuư ϸYƧƓŤ!ƒ Ƨùƞ5Ă .ǂzƱƇďǆ ĿǉďŽǂƞhƳƧƓ!ƒ Ĭ ĐŽŽýƓþŰƒ ƒƒƨ Ŀǂ! ÜƝǉƧơĂ
KƓǂĂhǰ !ǫǂǂǂƨŰƒ ƧĂ[KƓǂďžýĂơƙ ĿǇ ǂ ǂoo!ƒ ƧǂĂ (đĕ) ŎƸƦƒ || ǘnƦ[Űƒ
KÜƓǂ ǂzďǂ!ƒ KƓǂƓ Ư zhƻ ƒƨoĿƒjýĂơ Σ dǆƒ ƧǂĂ . (đĒ) ǀƥƧĂƦ[dǆ yƒƓ ǂĐŽ
ĂƥùǂoŎùƦƒ ƇƒƧƛƒ ƧƝƓďŽǂďƓƒ Σ hǚdǆ ƇƒƥƒƦƒ ĿƞhƯ zǂƥƱƨƠ ĿƊƥzhǂƥƧ5
ĐƝƒƒƝĂ ǂ ŦĂƧƨdǆ ĐƞƦŦĂ ɣ Ƨz!ƒ ǀĂPŰƒ Ư zhýĂơ ǂ ǂoo!ƒ ƧƓƒĂ ÜKƓǆƒ Ĭ ĐŽŽ
KƒƥǒûƮ !ƒ ýùdǆ ǀƧƝƓĂ ýhǚƥĂƥơdŽ!ƒ ĐƝƓǂǂdĂ ǂ ƝƥƓƒ ĐƝƓƧŽĂ ǀƥƧĂƦ[dǆ
.(đĕ) ǂďƧz!ƒ ƥǚǂƥ ŎƸKƓǆƒĂ

YƓƱ!ƒĂ ƒƒƧù5Űƒ ĐƓdŽ Ŀǆ!ƒ ƒƒƧƦ[Űƒ ƇƞĐčĕēĐ ƻ Ʈ ƦdǆdŽ [illegible]
ǂùďŽ ǂù!Ăƥƒ ƧƓƙoƒ Ĭ ƞǉƓďžƧƥƮ dǆ ƊĿǉďŽ Kƥ Ă Ĭ ƊŎƸĂ ƐŦ Ĭ Ü ƭ ƓƤ!ƒ
Ĭ ùďŽĂ ÜKƒƧƥƓ !ƒ ĿǇ KƒƥƧƒĂƒ Kƒƨ .ƱƞƓ ǘhƓǉ ĿǆǆƓƒ ƽ ĐŽŎƦƒ ƒƒƧƦ[Űƒ
ƱùƝĂ čĕēđ Ǚčĕēč Ŀƞh%Ďē,Ĕ ǂƞǉĿǆǂƱ[Ăƒ yĐǆ KƒƥƧƒĂ Kư ƷPĿƒ ĿǉƥơƱ
čĕēĒ ĐƓz %Ďĕ,Ē Ĭ !ǫčĕēđ ĐƓ %ĐČ,ď ĿǉďǆKƒƥƧƒĂƒ Ĭ !ƓďžǫŎƸƓƞƮ Ŀj
Ǚčĕēč ŎďŽ Ŀƞh%čĒ,đ ǂƞǉĿǉKzƸƦƒ ƥǫǂǂǘƞƦ[Űƒ yĐǆ ĿǉďǆKƒƥƧƒĂƒ ĿǂƸ
Ŀǉûh%ēĐ,Ĕ ýƥùzdžǀƧù dǆdǆ ǂǂǘƞƦ[Űƒ yĐǆ ĿǉďǆKƒƥƧƒĂƒ KƒƨĂ čĕēĒ
.(ĒČ) čĕēĒ- čĕēđ

ǂƞǉĿĿƮĂ ǂƮ Ɠ ǙƧƱơ!ƒ ĂƝǉƇƓƦ[ŰƒĂ yĐǆ ƒƒƧƦ[ƒ ǂơƓƥĂƝǉýƮ Űƒ ƇƞƮ Ɗ
ŎƞƸŰ (Ēč) ĐǆƝǉƒ ƓƒƮ Ă ƓǆŰ!Ăǀzdǆ ƥĂƥo!ƒ ƨĂƓƒƙ ǀƥƧĂƦ[dǆ yĐǆ ŎƸ ƇƧ!ƒ
.ơù!ƒ ..%čĎČ Σ ùhǚdǆĂ Ü%čČČ ǂùƓƞǂ!ƒ yĐǆĂ Ü%čČđ KƓƥdǆ ŎƸ
ƓƝƓƝƓ KƓĂdǆdŽŎƸýPƒƙǂƧĂƨư !ƒ ƧǂƮ ǂǂǘƞƦ[Űƒ yĐǆ ĿǉdŽǂ!ƒ ƇƞƮ ƊĂ
:ǂùďƒƦz!ƒĂ ǂùďĂďƦƒ ƒƒĂùdǆ ŎƸ ǂǒƞƓǉyĐŽĂĐǂƧĂƨư ǂǂǘƞƦ[ƒ yĐŽƓĿĐ
KƒĂƥŰƒ ǙƇƓĿǉƥ KƓďŽĐŽƮ dŽùƸǙĂ Ăù ĐŽǙKƓďŽƙKƓƧǂdǆĿǉƞ ÜKƓƧŦdž
.(ƓƒƓƧƓĂ ƓƞĐơdŽKƒƧƓ !ƒ ýǂ Ǚƴ|Ŀƒ ýƒƓĂ ŎƸ. ǀƧPƓƒ ǂǒƮ !ƒ

ƒƦùƝǉĿùƶ ƻ Ŧǂƙ ĿǉƝƓ ƟǚƮ ýơƒƧ!ƒ ĿƓƒƒ ƓƒƥĬ Ʀƒ ƧďƓƧƓƓ!ƒ ǀƧĂƮ ýz!
ǂ ǘùƛƯ Ƨùzƙǂďƨ dǆ ƽ Ă[!ƒ :ƒƧǂ ƝƓdǆ ƒ YƓĂ || ƒƦƇƒƒƧƙĬ Ʀƒ Ĭ Ŀzƒdǆ
.(Ēď) ǂďƒƨƦ ƒ yĐŽ ǙǂǘƞƦ[ƒ yĐŽ Ǚǒƞ ƓǉyĐŽ yĐǆ ĿǉdǆƒĂĐ

ǀƧƓùƞƦƒ ǂƧŦĂ ǂƒƒƧƦ[Űƒ KƒƧ[ďƦƒ ǂĿǉ! ĿǇ ƦĂPďǆ Ĭ !ƓƒýĂƥƞ!ƒ ýz! ýhƱ
(čĕēĕ ǂùĐŽ ýĂơƙ ĿĂƞhƒƒƧƦ[Űƒ ǂďƞhĿƓƱƱPƦƒ ǀƧƨĂhǂǒƞƧP!ƒ
.(ĒĐ) :ƧǂǂƒĿǇ ƻ Ŧǂǒ


الاهرام - ٧٦/١١/١٩ - ٩
* فى المسالة الاستهلاكية *
ـ مفيش غير مستورد .. عاجبك والا لا ؟

[illegible]

(*)[illegible]

[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
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[illegible]	[illegible]	-	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
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ثانياً: صور نماذج من الاستهلاك الكمالى الترفى

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ƨ ʃƧù P!ʃĂ ǐ Ƨù hdž!ʃĂ ǪƧù ʃĂ ƧĂù dŽ!ʃ Lǆdž K Ǵdž ǈ K ǆ ƟǴǵǗʃ ɣ ƵǴdž
.ɫǒĂTdž

ɫù Ʈ Ǵ ǴǴƧ ʃĂdžǴdž Ʀʃ Ǒ!Ǵ!ʃ ǴƧ ʃ LƷ "ǐ ʃ ʃ ǰʃ ǲŽǋʃ"ɫ ƥoǨ
ǕǑù ǲǖʃ ÜƧùǎƞ!ʃ Ǖ Ʈ !ʃ) ɫǒư Ǵ!ʃ ɫǗʃ KǴʃƧKTʃ LƷ Ý ƞ!ʃ ɫ|ƘǓ!ʃ ă ƥ
ɫùǒǕĂ ǑƼ L ƧƮ dŽǓ ƧDLƷ ÜǒǴ Ƹ Ǵdž !ǥKƶʃƧʃ Ǒʃ (Σ dŽʃ Ǘ !Ǵdžʃ
DƺʃĂƵ ǑƼKʃƧǴƵ ĂDƧĂƮ ƿĂDKĂPǒyǒLƷ KǴǗƵʃĂ Ǘ[ĒĕĒ] ɫǂǒdžʃ ǴǄǒƧD
.ƥƞ!ʃ ǴƧǗʃ ɫ|ƘǓ ɣ ƱǴk ǴʃĂdž ǴƧĂD

LĂù ǒdžǰ ǈKdžǴdž Ʈ Ǵ KʃƧǴ ! ƧƮ dž ʃƧǨ ʃ LƷ "ɫƶǒǱ" ɫ ƥoǨĂ
Ǒù Ʈ L ʃ Lǌùƞ!ʃ Lǌdž Ǵ KǴǨdžʃƧǨ ʃĂ (čĕēĒ- ēđ KʃƧǨ ǴĂ) ɫǒǌ
ƧĂǂƥù!ʃ lƧǴlž Kù DǨǐ ƥǴ ǰʃ ƧʃĂʃ LǱĂ ÜǋǌLĂǒdžĕ ǴǋǈPĂ
ƟǴǨǵʃ" : ĂǋƟǴǵǗʃ ʃRǋLǌ ǆǴ!ʃ ƱǒƱPǨʃ ƧǒĂ Ldž Ƨ!ʃ ƥž ǑdžǱǨʃƧǥ
(ēČ) "ƧĂǂĂƧ!ʃ

LĂù ǒdžēĎ Lǌdžùǒʃ ĂdžĂ lƧǂ Kʃƨ ɫǒǴ!ʃ KǴĂƧTdž || ǔǨ ʃ ƨ
LĂù ǒdž dĔĎ Ǐ ù!ǥýùƮ Ʀ Üčĕēē Džǒ LĂǒdžččĐ Ǐ !ǥčĕēĐ Dž ɫƞǴƨ
Ǐ ùDžčĕĒĐ/Ēd Dž ɫƞǴƨ LĂǒdžČdČ Ǐ !ǥýƮ Ʀ DžÜčĕēĒ Dž ɫƞǴƨ
ɫǂƧùT!ʃ Üoƥ ƧʃǴP! ɫǒǴ!ʃ lǴdž ƞǨdž Dž YǴ!ʃ KǂƧT Kư ƧƵk Lǒ
Ldž ǨDŽdž ǴƮ ĎĒ Ƨnǌ Ă .(ÜĂǂ ǂĂǂ ÜƧƮ Lʃ ɫǂƧTĂ ǕÜĂǂ Ǒ hǒ) ɫǒƧƮ dž
ɫùǒǴ!ʃ lǴǒdž yǴ dž ƥƵ Lǂ čĕēĕ Dž ɫǂ yǒdž .ƧǴǨ Ǘʃ KǂƧT ǕǴ
.(ēč) ǕǴǗʃ LƷ Ǵǌ ǴLǰ dždč ƨ ƿĂk ǴLǰ dždČ Ǐ !ʃĂơ ƭ Ǵ!ʃ YǴ!Ǵ

Ǘ ǒǴǒ Üƞƨ Ǵ!ʃ ɫǂʃĂʃ ÜǋǕĂǂǒ!ʃ Üǌ ʃƵǑ Ʈ hǒ!ʃ Ldž ʃĂǗʃ KʃƧTƵ
Dǌ!ʃ Kƶù Ʈ Ă ýùơLʃ KǂDŽʃƦ Üɣ ʃƧ!ʃ ƫ Ƶ ÜĂǗʃ ƥǂ ÜƧǴ!ʃ ÜKǴĂDơŽ
Ǐ ùǨơ ÜDžù ǂ Σ ǒʃ yǴ dž KƧTǨʃĂ ÜǴƧǴ lƧʃƧơ ɫƞƧƥ KƶƧĂ Ǒǂǔǹ Ǘʃ
.(ēĎ) ÜƧǴ!ʃ Ldž ʃƧǨ ʃ Dž ƞ!ʃ LdžǓʃĂD

ÜKǴǂĂƧǴʃĂ ɫǒƵǴǌƮ !ʃ ƧƼǴǗʃ ÜǒƵǴ !ʃ ƫ Ădž!ʃ Üyǒdž ʃ KʃƧư ơǨ dž
Üǒù Ʈ L ʃ ǴƧǗʃ KĂǒ ǑDŽLdž ƥƧĂ dž ɣ ǴʃĂ lƧPǴʃ ƧĂƱƵ!ʃ YʃĂLǑƥƧD
DǴƵLʃ ƫ ǒƧĂ ÜǑƵǴ !ʃ ƥƧĂʃ ýƛdž L!ʃ KʃĂƥDKǴĂƧdʃĂ ÜKǂĂdʃĂ Ǘ Ʈ !ʃ
.Σ ĂǴ!ʃĂ

[illegible]

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ثالثا: نمط الاستهلاك الترفي بين الحكومة والأهالي

[illegible]

[illegible]

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Ǒù5ýǴ|dǆ !Ŗu‡ ƧƲǇƒĂ Ǘŧ Ǘčĕĕ ǀƧǋƒ Ǘǭ Ǿ !ƒ ĎǍǅĂ ƥǤ ƙǕƒ ǂĐ Ž
."ǰǾĐǑƨƙƒ || ǜnƦ Ǖƒ" ýĂơ Ï ƪ ǒŽ ĐǺǆýǒŽǾǆǗ (ĎČČč- ē- Ďđ) ĐǆNǰƒ
Ï ƘǖUǒ" ǎƥƧĂƒ ƧƬ ẓ!ƒ " ł!Ă|dǆ ǰPƦ ƒĂ ǎ ƧĂƬ ƙ Ǒ5łƪ ƒƧƥƒ LƒĂẓ ƱǾǆƒ (ē)
ƟǴƙǰǕƒ ƧùƬ Ẓ KǈǰTƥ Ï ùƘƒ Ï ù!ĂǕƒ KƒĂƪǰ!ƒ ơƥƧǨ łǒǰƒ ǀƧĂƬ !ƒ || ĐŽǰdž
Ï !ǥýǾǆƧ!ƒ ƱdžýĂơƘhKĐǆŽ ǀƧƙ5Ï NǰĂ (čĕēē- čĕēĐ) ƧƬ dǆǑ5ǎƥǤ ƙǕƒ
ǰƧǴƛĂ NǰdǆdǆƲ ẓhǇǕƒ Ï ƙơ łǥǆýƒƨƘǕ ǎƨƒƨƽƦ ƒ ǕǑƨƙǕ ĐǑ ýǾǆƧ
ý‡ùThǰ dǨǰ ǎ Ŗƒ ǤƧƛǕƒ ƱdǆǰÏ ư dǆǹǆ ǎĐƧǒ‡hKƨĂǴƙ ǀƧƙ5Ï NǰǗǒǰǴ!ƒ
ǎƥǴƬ ƙǕƒ ƟǴǰǕƒ ĐǆƥƒĂƪ ƧĐǇdǆƥơĐ- ǇǾǆŽ ƥdǆĐǇǾǆŽ ĐǆƦ ƒ . Ï ǇǴƧƪ
Ǖ ƘƧŋk ǇdǆKǴƽƬ :NǰǨ‡ yŋƒƧ) ƧƬ dǆ ĐǆŽýNjǎ Ŗƒ 'ƥǆŋ!ƒ ƧŋƽƒƘ" ƻ Ƭ Ă –
ĐǆƦ ƒ || !Ŗ‡ ǗĒĔŧ Ǘčĕč ǀƧǋƒ Ǘ ǤƥơƘ!ƒ ǎƧƬ dǆ ƔƘ‡dǆ ǗẓhƒƧ!ƒ łẓhƲ!ƒ
ǗǇƧǴPĐŽǒƧùƬ dǆłù!ǴǆƘƒ ýǤƘƒǰ‡Ƨơ! 'Ï hǋƘƒ ƧƬ ẓ!ƒ" ł!Ă|dǆǇǰ ƧƒƥƘƒ ƥơĐ
"ýĂơ ƧǒĂǇǰ ĐǆŽǕƦ !ƒ ƥǆǴǰƥƧǒƦ ŋǴǆ!ǤƧ) čĕĔđ- čĕēĐłƛǨƒłĐơŽdǆ
ƥǴƬ ƙǕƒ łùǒĐŽčĕĔē- čĕēĐ ƧùƬ dǆǑ5Ï ƪ Ǿ !ƒ ƧǒǆƘƒĂ Ï ẒǴǆŋǕƒ || ƒƧơ!ƒ
Ǒù5KǕĂ|dǆ ǰŖNjýƛdǆKƧƧ‡ƙ ƥĂ .(čđČ ŧ Ǘčĕĕđ ǀƧǋƒ Ǘǭ Ǿ !ƒ ĎǍǅĂ
ƥù ĐŋǆǆŽƥƧTẓ!ƒĂ yƘƒƧ!ƒ ýƬ ƽƒ Ǒ5) Σ ‡ƧǴdǆýẓ5ǴdǆĂơǇǰ ĐǆǑPǒƧǨƒ KǴƥǕƒ
Ǵ‡ǒƧdǆǑù5łùư ƽƒĂ ƔNǰƒ ĐŋǴǆ ǤƘ‡ƒ ƻ Ƭ Ă ǴƥǆẓŽ (ýǴdǆ Σ ƬƧ – ýĂǕƒ
ƧùƬ ẓ! (ǎƥƧĂù!ƒ)Ƨùŋƽƒ Ǉǰ NǰhƥĂƪ !ƒ ƥǴƲƬ Ǖ łǒƅdǆ !ǥǴǰǒƧ5ĐýǒĂơƘĂ
KǕǴ|dǆ Ǉǰ dǆùẒĂdǆdžƧǴǆƘùƪ Ǖƒ Ǒ5:ƨĐǆǰ– Σ ‡ƧǴdǆ Ï !ǾǆƧ!ƒ ǗǨǕƒ
.(čđčŧ Ǘčĕēč ĂƪƦ ĂdǆǗĐǆƘƒ ƧƒƥǕǰƦǤƧ!ƒĂ
ǗǑù!ĂǕƒ łùẓhƲ!ƒ Ǖ ƧƬ dǆ yǒǆŋdǆ Ǒ5łǒĂǰ ǀǴơ!ƒ ƔǴP (ƥ) ƥǰƨ ƥdǆĐ(Ĕ)
.čĒĕ- čĒĔŧ ǗčĕĕĎ ǀƥơƘdǆłǒƧẓ!ƒ KƒƧǴǆƒ Ǖ hƥǗǒƧǴŋƘƒ ǇǴ!ƥ yhǴdž
łùẓhƲdǆ(č) Ï !ǴǰƒƔǨ‡ ǗƧƬ dǆǑ5łǒǰƧ|dǆƒ ýhƦ dž Ǉƥƒ Ï ơdǆǤ (ĕ)
.ĔĕŧǗčĕĕĐ ǀƧǋƒ Ǘ ĐǆŽĂdǆǇƒĂPƒ
ǎĐłǒǆ!ƒ ǗƥǤ !ƒ łTǒǆdǆ [Ɣŋẓ!ƒ ƻ Ǵ ƫ Ǵ ǇdǆŽ – ƧǒĂ‡ ǴƽTĂ ǴǰẒ] (čČ)
.ơƥƧǴƘƒ łùhǨ! łùǤǤơ!ƒ ƻ ƑǴĂƒ ǎƥơǥÏ Nj|| ƒŖǥł ƥơ ǴdǆÏ ẓƒĂƒ || ƒƧƥǕƒ
NǰƪƬƧ ǇǆẓhĐǆ!ƒ Ï !ǥŋĐǆŽǕƒƧư Ǵ ǇẒ ƔƘ‡Ă ǇǆǴǒ Ǉǰ Ǒư Ǵdǆ Ǒ5ǑƧdǆ
ƥùơĐǇĂhǇdǆǑư Ǵdǆ ǇǰĂ NǰhǴdǆ ǇǤǴdǆ Ƨư Ǵ!ǴłƱǴǕƒ ǕŖ‡Ă ƒŖ‡ ƥNǰƒ NǰĐ
Kùư dǆǤƥyhƧ ǇĐ ƥǒơĂƒ ǎƧŖẒ .NǰƥǆdǆǑ5ǇĂƥĐŽǇƒƥǴǰƧĐǑƘƒ ĐǒǴdǆ
Ǉƥẓhǒǰǥ ƧƲǇƒĂ ǀƧƘƽƒ ǰŖNjŧ ǒơdǆǑ5ýƒƥẒǕƒ Ǉdǆ!Ǵ Ï 5Σ ƽ!ƒ KĐǆŽƥ
.Ï ù5ƙƒ Ʊdǆǰ!ƒ ƒŖNjNǰǴǆ Ǒ5ƥƘƒǰƟǴǰǕƒ łƪ Ǿ ƽƘƲĂ ǗĂƧ ǇdǆƲ ẓhĂ ǗƥǤǰ

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ĨƿLĵőĐž ĐžŽ ĻĎƲơůŏĂ ÜĕĒ ƭ ÜK ĵƒĞ!ƒ ydž ƙƒƧĂĞdž Lĵƒ ƇĞĵƿdžŤĎĎ)
Ŭù ǭƧĂƒ Ďžů ơŮ ƒĂ ƇĞƤƧ!Ğ ƶdžŤĸƒ Ĭ 5ĎžŇĵƒ KĞ ƫ Ĭ ĐžŽĞ Ğ ĎƧĂƿ Ɣz!
Ĭ ù5ĎĞ |ƙ ƖĵĜŋ KĂĥŮ ŮĂƧ "ƿƺ!ƒ ƧĞĐ Ĭ ƪĕēĐ ƧĝƧƕĒ ĎžŇĵƒ Ž dž ŽŮƚĵ
ƖĵĜŋ!ƒ KƒƧĞdžƒ Kơƙ ƧĞƙƚĵ KĞĵƒƧŋĂ ƖƧŇĵƒ Lĵ[illegible] ! ƇĞžƒ Ĭ 5ĂƧƙdž KĞĵ
.ơ!ƒ ...
Ƨĵƿ Ŭ ù!Ă Ŭƒ ƚùzƕŮ!ƒ : LĵĞ ƫ ƙƿŮƒĂ ƿĞ ƙƿŮƒ ƚLƚdžƿ ăĂůƕĵƿ Ďžĝ (Ďď)
.dč ƭ ÜčĕĒĕ ƖƧŇĵƒ Üƺ ĂƧŤ!ƒ
ĵƧƘƙ ƇĞĵ ƒ ůƕ KĞ Ů!ƒ yŏdž ăƿ Ĭ 5ƧƘƒ || ůŋ ů! ƿĞ!ƒ ýŏdž Ădžý Ăơ (ĎĐ)
"Ƈůƺ!ƒ ƚŋĵĂdž : (ƿ) ƧĂƿLĝ Ž ĎƿdžŏdžynƒƧ ƿĞƙƒĂ KƒƿĞ!ƒ ýĞƙƒĂ ƖĞĞdžĞ
KůdžƙƙĂ:(ƿ) ýŏr ƺƒ ƿƕž ƿĂdž ŏdž Đď ƭ ÜčĕēĐ ƧƕĞž ƿ ŮzĐ Ďž ƚĎž ýĞdž
- ĎĒ ƭ ÜčĕĒď ƖƧŇĞ |!ƒ Ĭ ƕƧz!ƒ ýƕ dž Ƨĵƿ ŮƧ ƫ dž ĭ ƿĞ ƙƿŮƒ ƚ!Ť dž Ĭ 5
Ŭ ƔĞƙƚĐŽůdžĞ!ƒ ƚƧù ƫ dž ƚƑŋ!ƒ Üŏŋ ƧĞ!ƒ LĂĵƒ ƚdžĐ (ƿ) Ĭ ƚƨ ăƨdž .Ďē
Ĭ ù ĐžŽƿƺĞ ƫ ƙ ƿĎƙĂĐƚĞĞ dž ƖƧŇĞ LĎƚĐ ŏơ ÜĐĔč ƭ ÜčĕēĔ ƖƧŇĵƒ
ĵƘŇĵLĵƒĂ Ĭ dž!ƒ ƧĞƿ Ůƒ ăĂ dž Ľdž ýĐž !ĞĞĂ Ĭ 5ƧƘƒ || ůŋ Ůƒ ăĂ dž ƿĞ
.ĵƧù ƕ Ĭ ƺĞdžŋ Ůƒ KĂĞƺƒ LĂù ƚŏĞdžĵ ƇƲ ĂĎýƚŤ ĞĎĞ Lĵŋƙ ƖƧŇĞ!ƒ
.ĎĎ ƭ Üƺ ƕĞ ynƧdž || ůŋ Ůƒ Ʊdž Ďždžž ƚ ƒƧƿ :ƚŋĵĂ!ƒ ůz
.čĕĒČ Σ Ʊ ƺ ĎĎĎ ĎžŇĵƒ " ŇĞĞĂ ăƕƒ Ĭ ƚůŋ Ůƒ ƪƨĞdž" (Ďď)
ƚùzƕŮ!ƒ Üƪ ƫ Ğdž Ƨƚƺƒ Ƨĵƿ Ŭ ƚƧdž Ůƒ ŮƙĂdžĂ Ɣ Ƨz!ƒ : (ƿ) Ğƚƨ ƿƑ5(ĎĒ)
.ĕ ƭ ÜčĕĒČ ƖƧŇĵƒ Ĭ !Ă Ŭƒ
ƚùƧĂŋdž!ƒ Ĭ 5ýĞdž Ʊ5ƇĞdžĐ Ž ƫ dž 5KĞĵzŮƒ ýŇ" : KƑLĵ Ldž (Ďĕ)
ƘdžKĞĵzů! ĎžŇĵƒ ƚ!ĞĂ ĞƿzĎĬ ƙƒ KĞ ƒƧƿƒ ăƿơ ýĂ |ƙ.čĕēē ƧƕĂƚĎĎē
Lĵdž ƕů ƫ LƧƚƕ KƧĂ ƫ ƒ ƚĵƒƺ!ƒ ƿĂdž LĎLĂƨ5ŽKĞĵzƍ LƧ KƒĂ ĵ ƖƿZ
KƒƧĞů ƫ !ƒ ĎŽŮ(%čĎ,ď) ýŏdžƙƒ KƒƧơƙ dž ĞŽŮ(%čĕ) LĂƨ5ŽKĞĵzƍ
ƿƕKĞŋĂ Ů(%ď,ď) ƚTƿdž ŮĞŮ(%ĕ,Ē) ƚĵƙĞ ƚ!ƒ ƚŋĵŮĞŮ(%ď,Ē) ĞĵdžĂĂ
ƺ ƧĂĂ ƚƧù Tơ!ƒ KƒĵƚĵĂ LĂĞ !ƒĂ Ɣ ĞŮƒĂ KĞ dž ĵĂ ƚƿů ơ!ƒ Σ ƒĂ Ž|| !Ʀ
KƒƧŇ ůŋdž ĵĂ ƚƿů ơ!ƒ ĎžƚĂ ƚŏƨLdž KƒĂ Ůƒ Ă ƺ ŋLĵĂ ƺ ƧĂƒ ýĞĞdž KĞƙƒĂƙƒ
Ĭ 5Ďƒ ƧŏƙĂ ƟĞĵƒ : ƧĂĎƿdžĐ ƧŮƚĵ.ýĞŮƒ ƚŏƺ ŤĂ KƒƧĞLĵĂ KĞĵ!ƒĂ
ÜčĕĒď ƖƧŇĞ |!ƒ Ŭ ƕƧz!ƒ ăƧ ƫ dž ƨƚƧdž yŏƙƒĂ ƧŤĎŽŏƕz!ƒ Ƨ ƫ dž Ƨ ƫ dž
Ĭ ù5ƚùĞĵƿ KƒƧùƺƙƒ ƧŽĎ' ýĂơ ĎžĽƧŏž ƧĂƚƿƒ ƚ ƫ ƒƧƿ || !ƚĂ ÜččĎ ƭ
ŬƚùŏĵƒýƕdžƚƺĞƙŋŮƒ Ďƒ ƺĞĵĵ ĬĐžKĞĵƒ!ƒ ýůP ăƧ ƫ dž yŏƙdž

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- čĕēĐ ɫ ǒɗǴĭ ƙǒǕƒ ɫ ĩ Ƥ ! ƒ ĭ ƊƶŽ ǒŪƘ ɣdž- Ƨ Ʈ dž 5 ɫ dǭƒ KǤǤ ! ƒ ɣƚ "
Ŭčĕ Ēđ ƖƧŊ ǵ|! ƒ ɫ zǆǹ Ŭ ǒ Ǿ ! ƒ ƊǍ ǮǍ ƥǤ ƙǒǕƒ ɫ ǒ ǕǰƧ Ǎ ɫ ƥ ɫ ! ǤƧ Ŭčĕ Ēč
ɫ ù ! Ǵ! ƒ ɫ ù ĩ ƒ Ƨƥ : ɫ ! ǆƒ ƊǴ! ƒ ĭ 5 ɫ ! Ǎ ƥƒ ƧǍ ƥǍ ɫ ǒ ǵƒ ɫ ĩ Ƨƥ dž Ŭ K ǤƊ ƥ dǎ dǆ ƥ dǎ Ɗ
ɫ zǆǹ Ŭ ǒ Ǿ ! ƒ ƊǍ ǮǍ ƥǤ ƙǒǕƒ ɫ ǒ ǕǰƧ Ǎ ɫ ƥ ɫ ! ǤƧ Ŭčĕ Ēč - čĕ Ēč ɫ ǒ Ʈ dž
Ƨ ù Ʈ dž ù 5 ɫ dǵ ! ƒ ɫ Ǿ ! ƒ ɫ ƕ Ǖƒ Ƚ Ǎ ɫ K Ŭ Ƚ ǒ Ʈ ! ƒ ƥ ĩ ǤǤ Ǎ - čĕ ĕ Č ƖƧŊ ƒ
ƖƧŊ ǵ|! ƒ ɫ zǆǹ Ŭ ǒ Ǿ ! ƒ ƊǍ ǮǍ ƥǤ ƙǒǕƒ ɫ ǒ ǕǰƧ Ǎ ɫ ƥ ɫ ! ǤƧ Ŭčĕ ĒĒ - čĕ ēČ
. čĕ ĕ Ē
ĭ ù ƊƶƊ ǒǕ ù Ʈ ǒ ƕ ƟǴ ƙǕǕƒ ɫ ĩ Ǿ ƕ Ƚ ǒǵ ǆƶ K ǤǤƶ Ƚ ƶ Ɣ ǂ Ƚ dž Ƨ ƕ Ɗ Ƚ dǆ dĐ)
ƥ ù dǎ dž ĭ ù ƊǎǆƖ ƺ Ǎ ù ĩ ! ƒ ĭ 5 ǤƧ ǵƒ ǒ ƒ ƶ ǂ Ƨ dǎ ƊǎƊǍ ɫ ǒǴ ɷ Ǎ ɫ ǂ Ƨ dǆ K ƒ ǤǤ ƒ
Ŭ K ƒ ƥǴ ĩ ! ƒ ƧǍ ƊƧ Ʈ Ƶ ɫ ǒǴ Ǎ ɫ ǒ ƕ ɫ Ʈ ƥ: "Ɣ ɷ Ƶ! ƒ ƻ ǒ ƧP" ŊǴǂ ĭ 5 ý ǂ ǒ Ŋ Ƚ ǒ ǰ ơ
- dēď ƭ Ŭčĕ Ēď Ŭ K Ǎ Ƨ ù ǒ ƕ ƧƮ Ƚ Ǎ ɣ ǒ ǍƊ Ǩ ǤǍ Ʊ dǆ ɫ ǂ ƧƮ Ŭ ƶ ǵ! ƒ ɫ ƶ Ʊ ƒ
Ƨ ù Ʈ Ƚ ă Ƙ ù ! ƒ Ɣ ǒ ƚ Ʈ Ƨƥ Ǵ|! ƒ ƥ ǆ Ǎ ŬƊ ǆ dǆ Ɣ ŋ ǰ " ǰ ǵ ǆ Ǵ ǆ Ʊ Ƨ ǂ ɫ ǒ ơ ŬƊ Ɗ
ƻ ĩ Ǎ ƒ ƨ Ǎ Ƨ ĭ 5 K Ŭ ǍǤ ǆƶ Ʊ Ʊ ƥ Ŭ Ƚ ǆ ƒ Ʊ Ʊ |! ƒ K ƒ Ƨ dǆ dý Ǎ ơ K Ŭ ǆ ǆƶ K ƒ ƧƮ Ƶ
) ƊǴƒ Ŋ ǂ Ǵ ǰ ǆ Ǎ (čĔ - čĒ ƭ Ŭčĕ ē Ē Ʃ ƧǴ ǆ Ǎ Ɗƻ ĩ Ǎ ƒ ƨ Ǎ Ƨ Ǎ Ʒ dǆ Ʊ ƚ)
Ǵ ǆ Ɗ (čĕ ēĕ K Ǎ Ƨ ù ǒ ƕ Ŭ Ƚ Ǎ ƥ ù Ɗ Ƚ ǰ ƥ Ƨƥ Ŭ Ʈ dž 5 ă ƥǤ ƙǒǕƒ ƟǴǕƒ ɫ dǴ dž
Ƚ ǆ Ʈ ! ƒ Ʊ ù Ʊ |! ƒ ƖƧŊ ǵ Ư ý Ǎ ù ơ ƖƧ ǂ K Ŭ ǆ dž ƤǕƒ Ǎ Ŋ ƧƮ Ƚ ĭ Ʃ ƒ Ƨ dǆ ƥ Ǎ dǎ dž
ĭ ! ǫ|| ! Ǩ ǂ Ƨ ǒ Ʈ Ŭ (čĒ ƭ Ŭčĕ ēĒ Ƨ ǒ Ǵ ǰ čč ƻ ĩ Ǎ ƒ ƨ Ǎ Ƨ Ǎ Ʒ dǆ Ʊ ƚ) Ɗ ǆ ƒ Ƨ dǆ dǍ
. ƖƧŊ ! ƒ ǰ Ƙ Ŋ Ƚ Ƶ ɫ Ʈ ǵ ɫ zǆ Ǎ ă ƨ ǵ ơ Ƨ ǒ ǂ ǒ Ƨ ǂ ɫ ǒ Ƨ ɫ ǒ Ŋ Ɗ
Ŭ ƻ ĩ Ǎ ƒ ƨ Ǎ Ƨ Ŭ Ƨ Ʈ dǆ ɣ ǆ ǹ dǆ ɫ Ƶ Ǎ Ǎ dž 5 K ƒ ǤƧ ƥ - : (ƥ) Ʃ ǒ Ǎ Ƶ ƥ ǒ (dđ)
Ŭ ƻ ù Ʈ Ǵ dǆ ĭ Ƨ ù Ʈ dǆ ɣ ǆ ǹ dǆ ĭ ơ Ǎ Ƚ ǆ Ǵ ǒ Ɗ Ŋ Ǎ ŬĒĒ - Ēč ƭ Ŭčĕ ĒĒ ƖƧŊ ƒ
. đđ ƭ Ŭčĕ Ēĕ ƖƧŊ ƒ Ŭ ý ǔ ŋ ƒ Ɣ ǂ
ƖƧŊ ǵ|! ƒ Ŭ Ʃ ù ƊǆƧ ɫ ƶ Ʊ dǆ ƻ Ʈ ƚ Ɗ ǆ ǰ_ Ƨƥ Ŭ ƻ Ƚ ƒ ĭ ! ǫ Ɩ Ƨ ŋ ƒ : Ɩ ƥ Ǎ dǎ ý ƥ ǆ (dĒ)
K ù Ʊ Ƶ ƊƖ Ǵ ǒ ! ƒ Ʃ Ǎ ǆ ǵ ƥ ĭ ƊƶƱ ƟǕƒ ǰ Ƙ Ŋ K Ƨ Ʊ ǒ . ĎĒđ ƭ Ŭ Ɗ dē ƭ čĕ Ĕē
Ǫ ù 5 ƖǍ ù ƬƧ! ƒ Ǎ (|| ù ! Ǵ ĭ Ƭ dǆ ɣ ǒ ƻ ! ƒ Ɣ ĩ ǂ ƊǍ (ƫ Ƚ ǂ ƒ Ǵ ǆ ĩ ĭ Ɗ ǆ ǰ ǫ Ɩ Ǎ Ɗ ǰ ƊŽ
ĭ ù Ƭ dǆ Ŭ (K Ǎ ù 5 Ŭ (ƫ Ƚ ǰ Ʊ) ý ù ƛ dǆ K Ǵ ǂ Ǎ. (Ŋ ƥ Ž ƊƶŊ ƥ) Ʃ Ƭ ĭ Ɗ ý Ǎ ƕ Ǎ (|| Ƥ dž
. ă Ƨ ǂ ɫ ǒ ƥ (|| ƧǍ Ɗ ƻ
. ĒĒƭ Ŭčĕ ēĕ Ƨ ǒ Ǵ ǰ čĕ ƻ ĩ Ǎ ƒ ƨ Ǎ Ƨ ĭ 5 ý Ǵ dǆ ă ǍǴ Ʈ ! ƒ ƺ Ƨ Ǵ (dē)
Ư ƧǴ ƶ Ƚ ǰ Ǩ dǆ " Ɣ ǂ Ƚ ǆ (Ƨ Ʈ Ƶ! ƒ ƺ Ǎ) ƚ ǒ Ʈ ƥ: ă ƥ Ǎ Ƚ ǔ ƒ Ƚ ǆ Ƨ! ƒ ƥ ǆ (dĔ)
Ƚ Ƶ (čĕ ēĕ Ƨ ǒ Ǵ ǰ čđ ƊǍ ƒ Ƨ ǴƊ) Ư Ǎ Ƶ ƥ Ǎ dǎ dǆ Ŋ ǂ Ǵ ǆ|| ! Ǩ ɣ ŋ ƒ Ƨ Ǎ Ǩ ɫ dǍ ɫ ơ! ƒ
Ǭ ǒ ù Ŋ ɫ Ʈ ǵ Ŭ ƊƊ ǆ " Ƚ ǆ Ž ǒ ƕ ƛ Ǎ Ɗ ǆ " Ɗ ǆ Ƥ Ʀ ƒ ĭ 5 Ƚ ǆ dǆ dǆ ƟǴǕƒ K ƒ Ƨ ǒ Ǎ ǒ dǍ Ž

Ü2ǒù!Ă+ +‡ƧT ÜLĂĞǒ ÜƧhĂÜƒ Ü ɳhƧĂT!ƒ yLǤ dǆü ǒƧ) ƧȚ dǆ 5+ư dǆƒ
lƨùmjü! ƧȚ Lƒ LǂƓdǆÜǒƧǒ‡Ț ÜǤNĎǆyLȚ dǆ Ăȩ þĬ 5ƻ ǒĎǆƒ || Lǰ+LĂT
.ĕƭ ÜčĕēĒ Σ ƱȚ ƸĎĎ+ǒǒƧÜƒ ɣƶT!ƒ :yɳƒƧ NǰüPĂ+ǒĂƧk+ǒÜƒ
.ĎĔƭ ÜčĕēĔ ĂǒǤĎǅĎ Ü2ȚĂǒƒ ƨĂƧ (ĐĐ)
.Ē ƭ ÜčĕēĔ ĂǒĂǒdč Ü2ȚĂǒƒ ƨĂƧ (Đđ)
.ē ƭ Üčĕēđ ýǒƧƒǒýĂĎüǎ þǤ ƙǒÜƒ ĎǆNǰƒ (ĐĒ)
ƒRùNjĬ ù5Dǆǆ(Ēđ- ĒĐ ƭ Üčĕēđ ƧǒǤčdʹ ƧǒP!ƒ ϴǤȚ) ƧǤ5ýǤǆ(Đē)
Ɨ þùơDLĂȚ hǒǅǒRƒ ÜK'ƒƧþPdǆ ƧǤk K'ƒƧǒĂǒǆǤơĂ DǤ LǇ Ɨ ǒơ!ƒ ƺǒơKƒ
LĂù‡ǒǆÜƨƒƧùƱ ƧPc Σ þǒ ƧdǆK'ƒƧǤ hLĂDĞǒ ÜK'üǒĬ 5LĂTǒƶǒĂ ÜǤƨÜƒ
||ǤLNjĂ .DƧüɳƒĂ Ĭ ƙǒȚ LþƧǤĂ ||!Ǥǆƒ Ĭ 5ƺ|TĂ K'ƒƧǤǆĂ LǤƱTĂ K'ƒƧǤǅ
Ĭ ù5+|ùT Lǰdǆ‡D|| ǒǆƱȚ ĎƧdǆÜƒ ɣƧǒƒ Ĭ 5ǤɳdǆɳýdǆǒLǤ ƭ PT
ÜȚ ƱȚ Ăƒ ƧĂȚ ƶ!ƒ ƨƒƧƱ Ĭ ĎǆƭǤ!ƒ lƒƧǒȚĂ ÜK'ƒƧǤĂ lǒǒɳ!ƒ ƧȚ dǆ ||!Ǥǆƒ
.+LǒǆƒƧǤơÜǤùǤĂdǆNjTĂ
ýǤdǆ 5ĬȚ Ƨdǆƒǒ5ƧĂ‡ǒƒ Ƨ‡RǒĂ ÜčĕēĒ ƧhǒȚǆǒ Ē ĎǆNǰƒ Ü2TǤǒƒhǒ (ĐĔ)
ƧǤɳƙĂ þǆùȚ ƧĂùhƧǤɳƙĂ NǒǆƒƧǤkLǰhǎ ƧȚ dǆþǤ ƙÜƒ+ƶǒP" LǇ NJ
Ƨþù|kK'ƒƧþùPdǆlƧǤɳkLĎ(čĕĔĐƧhĂ‡ƒĎĐ Ücđĕ þƶ!ƒ Ĭ !ǤÜƒ) 'K'ƒƧþPdǆ
(þ) Ĭ ùȚ Ƨdǆƒǒù5ƧƱLƒ) ǤĂȚj ƧÜĂþ LĂǒǆČČĂ ēđ Lǰhơ ĂƒƧǒǤǆǤkǤǤơƒ
ƭ Üčĕěč lƧNjǤ|!ƒ Üyùdǆƒ +‡ƧT yǤdǆ(dč) Ĭ !ǤÜƒ ɣǤ‡ ÜǒȚǤ ||Ƨǆdž
.(čđđ- čđč
Σ ƧǤdǆČ Ü2ùǒP!ƒ ϴǤùȚ Ü K‡ƧǤǆhĂȚ !ƒ ƧȚ ƶ Ĭ 5K'ǤǤK'ÜÜþƒ " (Đĕ)
.Ďĕ- ĎĔƭ Üčĕēē
čč ƻȚ Ăǒƒ ƨĂƧ "ƺǒơK" Ü2 ǒȚ Ƨ!ƒ Ĭ ĎǆȚǆƒ LĂƶǒǒDƞǰ Ÿƒ ǤǅƗǒǤ (đČ)
:Ƨù ƲƒjƗǒȚ Lǰ!ƒ K'ǤǰǤǤƒĂþƒ ƺĂȚ ĂƨƸ ýĂơĂ .dĐ- dČ ƭ Üčĕēđ ĂǒǤdž
ÜčĕēĒ ƧhǒǆȚ ǒƗƶǒǅ 'ϴǤÜƒ þƶhƒƸĂ DĂǒƒ – ǤĂþƒ+ǒƶĂ"j(þ) ĎǒǆǎƨdǅĂùǒĂǒĎČ Ü2 ùȚ Ăǒƒ ƨĂƧ ÜNjǒƧRĎǅȚ ǒ+ǒĂþÜƒ" :Ĭ ƸƒƧdǆþĂdǆdǆÜčdʹ ƭ
ƒRǤdǆÜ‡ƶǤĐĔ þƶhɣƶT!ƒ Σ Dɳǆǆ !ǥýƒȚ " :Ʊ Ăƶdǆþ Ădǆdǆ ÜĎ ƭ Üčĕēē
) čĕēē ƧǒǤčdʹ ĎǆùNǰƒ " " DĂǒƒ ɣǤȚ Lǰh+ƱTLǒƒĂ lƧþPdǆ ɣĂhơ!ƒ ƧTRǰ
+!ĂƒþKdǆ+ǒĂþÜƒ ljRNjLǰdǆ‰ĕČ LĎ K'ǤþǒȚ !ƒ LĂƒT! +ơȚ !ƒ lƧƒƨĂ ýǒ‡Ă ϴƧȚ
LǰǤǤȚ Pƒ þĂɳĂ Dþǆ ĎNjþƶǤ K'ƒƧǤdǆĂ ǑƒĂdǆ Lǰdǆ LǰƧmǆ ƺǒƧƱ LǇ Ĭ ƙk
.(+ǒĂþÜƒ ljRNjƒĂĎLǇ ƻ T‡ĎȚƧdǆǤơ

ýǴ|dǈ !Ⱶ ϨǓǇĂ ď ƭ ǙĎďĚ ƥƶ!ƒ Ǚčěēē ĂǒǈǒĎČ : ƻƪ Ăǒƒ ƨĂϨ (ďč)
ǓùơǖǒǙčěēĚ ýǑǶƒě ǇǶǸǋƒ (ǇƒϨƥhǓǇƨǓƒϨĂǂƥƒ ƗǇǎ) ǇƥƥƒǴǵǇƥǓǇĐ
ĸϨǇǇƒĂ čěēĒ ϨǶǓĂǇǇ !ƠƒǇǇ ѲĂƥǓǇϨƒϨĂ ýǓ Ĭ ϬĸǷƥǶƗϨƶǇǇǏǇǇǇ
.|| !ǨƥǶ
ǇǒǇ :ϨǓǇǇǴǇǇ ǋǨǇǇǴĂ ǇϨơ ƗǇƥǇ !ƥƥƶ ϨĂƞýĂơǩ ǇϨƗϬƕǇǇǇýĂơ (ďĐ)
ǙčĚč ǇϨǋǴ|!ƒ ǙǇ ǒƥơ!ƒ ǎ ϨƮ ďǇ ƔǩƗďǇ Ǚ ǨǑƞǩ ǇǇǇǸǴƪƮ : ǇǴǇǇ ƥǓǇĐ
ƔƒĂùǇǓĭ ǇǇǇ ǇǇƒ " ƻƪ Ăǒƒ ƨĂϨ Ǚčěēē ϨǶǓĂǇčě ǇǶǸǋƒ ǙǇčĎ ďčČƭ
ǇǇǇǙƩ ϨǓƒ " ƻƪ Ăǒƒ ƨĂϨ ǙǇĐ ďĎ ƭ Ǚčěēē Σ Ǔǉ ƺĎĎĎ " ǇϨơ!ƒ ƗǇƥǇǇ
.čěēĚ ĂǒǴǇĎĎ " ĸǴϨǴǇ ǇĂǒǒ
ǙďƗǇǇƒ ǙĐ ƥƶ!ƒ Ǚ ǇǇĂƒ ýǑǇƒ Ɣ ƨơ ǴǨƥƮ ǒƗǒĂƥ Ϩǒ ǇϨƮǇǇǇƒ" (ďď)
ýùƤƥ ǴǑǇĂǑǇǇ Ϩƥ ƥƶ ϨĂƞ| ϨǴǇϨǴǇǇǇǇǇǇƒ ϨƗǨ Ǚčěēē ϨǶǓĂǇčď
ƗǑǴǇǙƪ Ǚƒ ýǇǇ!ƒ ǇǇƞĂϬǙǇĂƞƮ!ƒ ƗǒǶǏ ϬĂ čěēĚ ϨǒǴǇĬ ϬýǇǇ ǇǇǇǇǇ
.%ěēƗǂǖƞǇ ǙƒĂ %ĎƗǓǒ ĂƒĂ %č Ǵǵǒơ
.dĒƭ Ǚčěēē ýǑǶǇĚ Ǚƻƪ Ăǒƒ ƨĂϨ (ďĐ)
.čěēĚ ϨǇϨǶϨč ǇǶǸǋƒ(ďď)
"ϨǇƮ ǨƒĂ ƥƒϨǇ Ǚƒ || ϨǇ Ĭ ϬǇǴǇ!ƒ ƱǓƪ!ƒ ĸƒϨǇǴǇ : Ɣǒƞ Ϩǒǵƒ ƥǶ (ďĒ)
.dĒ- dĐ ƭ Ǚčěēē ýǑǶǇĚ ƻƪ Ăǒƒ ƨĂϨ
:ýǇǇ ƥĂǑǇǇƗƮ ǴƗϬƮ hϨǓǇǇǋǴϬĎƥĂƥϨĂ Ǚ ǨǇĂƮ!ƒ Ɨ ƥǴ ƥǴǇýĂơ (ďē)
Ǚčěēē ϨùǵϨǶϬǙǇǶǋǇ " ýǑǇǇǇǇ ǋǇĂ Ĭ ǇǇǇ ǨǇĂƮ!ƒ ǇǇǇƶƺƮ : ϨǓǇƗǇǇĂ"
": ϨǴǨƤǇǇϨǒǇǙčěēē ϨǇϨǶϨČ ǇǶǸǋƒ " Ĭ ǨǇĂƮ!ƒ ƳϨǴ Ĭ ǇǇǇǇǇƲ ƗǇǇ
Ĭ ǨǇĂƮ!ƒ ƗǇǇƞ ƥǶǇǨǴĂ" Ǚčěēē ϨǇϨǶϨĚ ǇǶǸǋƒ Ǚ ǨǇĂƮ!ƒ ƥǶǴǇ.ϨƮ Ƶ
ϨùǵϨǶϬčč ǴǴƪ ďǇ" Ɣ ǑǶǇƒ ƳϨǴ ѲǴǨƞ ǴǇǇĂƒĂ || ϨĂǒĂǇ ƥǶǇƥǇƞ ǴǴǇ
ϨùǵϨǶϬĎĎ ǙǇùǑĂǇǇƒ ǙǇǴ ďǇ ǇǇƶ!ƒ ƥǶ ϨĂǂƥĎǇĬ ǨǇĂƮ!ƒ Σ Ϩƥ Ǚčěēē
Ĭ ǨǇĂƮ!ƒ" Ǚčěēē ϨǇϨǶϬďď ƻƪ Ăǒƒ ƨĂϨ ǙƶǇǇ ϨǒǴϨǴǴ " Ĭ ǨǇĂƮ " Ǚčěēē
Ǚčěēē Σ ϨǴǇĎě Ǚƻƪ Ăǒƒ ƨĂϨ ǙǴϨƗƨ ƥǴϬϨĂǂƥĎǇƪ ǴǇ !ƒ ýǇǇƒ ýǇǨǇ ǇĂ
Σ ϨǴǇǇùƶǇǇǇ ǙĎǇƮǴǋǇǇǇ! " Ĭ ǨǇĂƮ!ƒ ǇϨǋǴ Ĭ ǇǇǇ!ǖƱǒ Ǚčē- čď ƭ
.čďďƭ Ǚčěēē
.čē ƭ ǎƥǋǇ ϨǒǴϨǴǴǇčĒ ƭ Ǚčěēē ϨǒǴǇď Ǚƻƪ Ăǒƒ ƨĂϨ (ďĚ)
Σ ϨǴǇĎĎ ƻ ùƪ Ăǒƒ ƨĂϨ " ĸǴϨơǇǇǇ ƗƶǇǇ!ƒ ĸǴǴǴ " Ĭ ǇǇ ǇǇǴ (ďě)
ēď ǴǇǴǴùơ Ư ǇǇƒ ƾǒǶ!ƒ Ĭ ϬϨǴǇǇ! ǇǇǇƞ ƗǴǇ Ƶ" ǙĎď- ĎČ ƭ Ǚčěēē

.čĕēĒ ƨhŏţžŏþĎČ
.čĕēč ƨhŏţžŏþ ĕ ŧŏƨĂŋŷžţǂĂ Ǘčĕēē ƨŏĞŋďŉĎžŇŲ̈ƒ (ēĐ)
ŧǿþĞţ ķþŮƒ Kʻţ̈ĞŐţ ĎŽŏďŏŏĂ̈Ķŧʻţ ƒƨþ: ǘĞĞź ĿĂ̈ƧŢŹĂŧʻţ ďŽ : (þ) Ĭ ĎĕŽŋ!ƒ Ĭ ĎŽŽ
ƭ Ǘčĕēē ĿƧŇĞĺ|!ƒ ǗŸ ĞĺķǂĎŽďŏź!ƒ ŧŏƧʈ ďžŧĵŏŋ!ƒ Ǘčĕēē- čĕďĎ Ƨʈ ďž 5
.ĎĒč
.ĐďĔ ƭ Ǘ̈Ƴ ư ʑ!ƒ ƻ ŏƧP : ýǂŏŇĿĐ̈ţŏ ơ þŏďŏďţĕďĕďĺ)
ŧďžƨƘĎĎ̈ĎžŇŲ̈ƒ ƨǂƨďŽĴ !ĂǕƒ ŧźŀŎƒ ǗĿĵĞžƒ ƒRǸĴKʻĞŏĂŏ:Ŀĵþƒ ĆĞŋþďžĎ(ēĒ)
.čĔĐ- čĔďʻƭ ǗčĒ- čē ƭ Ǘčĕēč ǗĿƧŇĞƒ ǗƧŢĿĵĂ̈
||ǖŋķŭʈ ǚ! ƭ ŭʈ Pďž Ŀĵďž̈ĎŽŏŋŏƧķƒ ỳĎŽ̈ ƒƧŏţƒ þĵƨķĿĎĿơŭŏ(ēē)
ĞŋĎŽ̈ĂĶĬ ŭķƒ KʻĞĞŹŮƒ Ĭ 5ŧďĂ̈ǂơ!ƒ þĂŋʈ ýǂ ĎƺŽ ŧŏƧĂ̈ƨư!ƒ ỳĎŽ̈ Ŀĵďž ħŏʈ!ƒ
ƨŭŏĂ ǗĎĞďŽ̈ƒ þŭďŏďŽþďŏďŽĂǂþƒ ĿĵďŽĎþďŽĂʈĿĝŽƺ ƨŏƨ|ķ.ŧŏħŏʈ!ƒ ỳĎŽ̈
ƨhŏķŭʈ ďʻƨĂŭʈ ďž"KʻĞþĞʈ ķǥ"ƳĞĿŽ Ž̈|ĿĵčĕēĒ ΣŎʈ ƺĎǗŎŎPķƒ
ŧŭŏžĦķƒ Ĭ ŭ!ǫýŭ̈|ķŭʈ Ůƒ ĿĵďŽ̈ Ƨʈ ďžþĞʈ ķþŮƒ: ĿĐ̈ ơ ýþĞź :ƧŬĿĐčĕēĒ
ǗĿƧŇĞĺ|!ƒ Ǖ ŭħŏź!ƒ ýħķŭʈ ďžƧþ Ǘŭŏ̈ĿĞƒ ŧźŀŎƒ Ǖ ĿĞƒ Ćźŋ!ƒ čĕēĕ- čĕēĐ
.ĎďĐ ƭ ǗčĕĔĎ
– þƧĂ̈ķŭʈ ďžƟĞħƧĎþŏþŏķŧďĂ̈ǂơ!ƒ KʻǗĂĞďŽĞŽħĞĂ̈ ĿƧķƒ ǀRǸĴKʻþŋʈ (ēĔ)
ŧŭŏŋƧĞ!ƒ ĿƧĞŋķƒ ƨŭŏĂ ƨƒƨƿ) ŧŏƒƧŏţ Ůƒ ŧʓǂĎŽƒ Ŀĵďž%ďČ þĂ̈þơ Ĭ 5ỳĎŽ̈
Ĭ ƺƒƧďž þĂ̈ďŏďŽƧŬĿĐ(KʻƒƧƒƧ|!ƒ ƧŋʈĎĿĵďŽĿĝ čĕēē ŧĐĵ! ččĕ ĎŽ̈ ĿĵĂ̈ďĶƒĂ̈
ƭ ǗĔ- Ē ƭ ǗčĕēĒ ƨŏĞĿŏĵĕ "ƻʈ Ăŏƒ ƨĂ̈Ƨ" ĿƧĞķƒ ƧŏƺĂ̈ ŧ ŏþơ ƧŎPĎ'
KʻĞŹĞďţ ƨĂ̈þ– ƨŭʈ ďž ŭ5ŧŭʈ Ğţ !ƒĂ ỳďŽŋďž(þ) þĐ̈ !ƒ ýďĞĬ ƺŎʈ ďžďďĒ
Ǖ ŭħŏź!ƒ ýħķŭʈ ďžƧþ ǗčĕĔč- čĕďĎ ă ƨŭʈ ďžĬ ʈ Ğţ !ƒ ĎĞĞĿĝ Ĭ 5ŎĞţ ďž
.ĒĐ- ĒĆ ƭ ǗčĕĔďʻǗĿƧŇĞƒ
.ďĔĎ ƭ ǗŏŋƧĞ!ƒ ĿĂ̈þþƒ ŧďžĎ(ēĕ)
.Đĕ ƭ ǗŹĂŎ|ďžŧħ|!ƒ : Ĭ ʈ ďĞĞźƒ Ŀĵþƒ ýŭŋ (ĔČ)
ƨŏŇĞďŽĎăþĞʈ ķþŮƒ ƟĞǂĎŽţ Ğţ !ƒĂ ŧŏźĞĦķŮƒ ŧŏŋĎŽ̈ ": þʈƒƧ þĐ̈ (Ĕč)
ƭ Ǘčĕēď ƨĵƧħ5ǗKʻĂ̈Ƨħ ŭþþŋ!ƒ ƨǂƒ ƨþ ǗŏƧʈ ďžKʻĞĞǂ "Ƨʈ ďž 5ŧơþĞǂƒ
.čĐď
.ƨĂ̈ǂŏďžƳĞǂ!ƒ ĿĵďžĔĐ- ēď ƭ ƧŬĿĵ(ĔĐ)
KʻĂŭŏĵþ: Ĭ ŭư Ğƒ þĂ̈ŭďŏďžƳĞĺǂ ||!ǂ ƧŬĿĐčĕēĒ/čČ/Ďē ĎžŇŲ̈ƒ (Ĕď)
.(ĎČĒ ƭ ǗŏŋĞƨ!ƒ

.(čĕĚČ ĂŏĂčČ) ĎĚ ƒƥzŀƒ Üŀŏţžƨŀƒ łƥŏƨηŀƒ (ĔĐ)
.dĔĐ- ĎĔd'ƭ Üŀ Ŕƨŋk Lţdž K'Ğŀ5Ţ : ŁţĞžž ƥŏdžĎ ŁţĞžž (Ĕd)
LĂƨPČĂ Lţ Ğƥţ ŀƒ : ŀŢ Ğ ŀ5Ţ hƨŮŁŀ|| ƒŔdŀ ŏƨƒţŮƒ ŀ Kƥƨŀƒ ƨĂƥ ýĂơ (ĔĒ)
ƭ ŭčĕĒĒ ŮłƨNĞ|ŀƒ Ŭŀ ƨĞdž ƨƒƥ Ŭ ydž ηdžĂ ƽoŀƒĂ ƨŀ5ƒ – ƨŢ dž 5LţĞŬƒ
łƨNĞ|ŀƒ Üŀ ŏƥoŀƒ ăƨŢ dž Ɣ ŀdž yŀĞdžă ƥoŔƒ : ǾŔƒ ĂŊƥŏdžĎ čdē- čdĒ
čĕĒč- čĕēČ ŭčĕēČ- čĕdĎ Lţƥŋž Lţ ƨŢ dž ŊŊƒ ƥţ .čĒĒƭ ŭčĕēĒ
yŀŭŢ : ýƥŭ Lţ Ĭ LĞdĐ dē ƭ ŭčĕĒĎ ŮK Ăƨù ŏ Ŭ ýĞ Lţ ƨƒƥ Ĭ !ĂŬƒ ŀ zŀŬƒ
.dĔĒ- dēĒ ƭ Üƽ Kţ yηƨdžŀdžŀƒ K'ŢĞ ŀƒ
ƽůùPŮƒ Đŏ ŭηzŏŮ Ɣ ƨƺŀƒ Ĭ 5) ĎČƭ ŭčĕēĒ ýŏƨŊĎčĕ Ŭŀ Ţ Ăŏƒ ƨĂƨ (Ĕē)
.(ǾĞŬƒ LĂƥŔĂ
ĐĞzŀƒ ăŢƨùŀƒ" :(ƥ) Lţdžƨùŀƒ ƥùŀƨ ƺ ƱƒĂž – (ƥ) Đţ ŀ ƥĞjŽdžŮŁƒj(ĔĒ)
Ğƒƨù|ŀƒ ƥƨh Ɣ ƒĂŊĎ LĂdž dž ýŏdžĬ 5ŀŢ ƒƨƥ "K'ĞƨŀƒĂ K'Ğƥ ŀƒ Ĭ 5ăƨŢ dž
ŮłƨNĞ|ŀƒ Üŀùŏ Ğŋŀƒ ŀ ŏžĞ ŋŮƒ ŀ ĂŏĎŽ dž ŀƒ ƨŀƨdž Üŀ ƨŢ dž ŀ 5Ğ Ţ ŀƒ Ĭ 5
K'Ğ Ţ Ğ Ă ŀùư ƨĞdž Ɣ ƒƨùơĎ łƨNj ƥţ ŀƒ ƔĞ ŀĂ ŭčĕƭ ŮĎČ ƭ ŭčĕēĕ
ƥùţ ƥùdžĎ čĕĒĒ ŮłƨNƒ Üŀ ƨzŀƒ ƺ ƥĂdž ƨƒƥ Ŭŀ Ţ dž 5ăƥ Ğ ƥŮƒ ǾĞŬƒ
.čdĒ ƭ ŭČĒ ƭ ŮĒd- ĔĐ ƭ Üŀŏ ĂŽƒ łĞŏŀƒ Ɣ ĞP (ƥ)
ƒŔNjƨPĐĂĐý ŀTh K'Ţ dŽŔƒ łƨŔƒ łŔNjK'ĞŔNjŬ zhýdžk Ĭ Ŕŀ ƒŔ K'ŀƒƨŮ (Ĕĕ)
: Ʊdž
ǾŀƥĂŊĐYĂŋŀƒ LţdžƔ zTŀƒĂ .. Ǿŀƨ5ƒĂĐĞĂ Ĭ ŀ Ţ Ă ƒĂƨTŏ *
ŀư ĂĎŎ5łƨTž Lţ Ţ Lŀ ĞĞƒĂ .. ŀư Ădž PČƒĂ Ţ ŊŏžĞdžj*
ǾŀƒĂ ĞPĂƥ ýĂŀƒ ĞŀƒĂ .. Ǿŀƨ5Ă ĐĞž ƒĂĐĞ ŋ ĞdžŀJ*
K'Ğƒƨ Ŕ ƒ Ŏ5Ĭ LţŊĂŊĂ .. K'ĞŊĂ ĎŽĬ LĞŏ Ɣ zTŀƒ *
ƨĂŢ ƥŎ5LţŢŏž ƒƨƨĂŀƒĂ .. ƨĂơŋ Ŏ5LţŢŏž ƒƨ|5ƒ *
ŊţŏƨĞŀƒĂ ƨŊĞŀƒ Ɣ Ğ .. Ŋţùŏ Ğŀ Ɣ Ğ ǾĞŬƒ *
ƨĞùŢ ţžŀƒĂ ƨŋĞƒ Ɣ Ğ .. ƨĞùùdĐž ƒĂ L Ɣ Ğ *
ŀùŢ ƒƨƥ ŬƨĞ Lţ č ŭčĔ Ŏ5ƨŢ dž ƽƨƒƨŀƒ ƥƨ Lţ ơ) ăƨPĎŮŔĞdžƨŮŁƒj
ŮĔĐ- Ĕč ƭ ŭčĕēĕ K'Ăƨùŏ Üŀùdž ƨƒƥ Ŭŀ ù!ĂŬƒ ŀùzŀŬƒ ŀù ĞŔĂ ŀ ţ Ğ
ƨƒƥ Üŀùŏ ƒ ŀzŀŬƒ Ŭ Ɣ zTŀƒ Lž YĞƥ: (ƥ) ŀ!Ăƥƒ ƺ ţ K'dţ ž) || !ŀ (čČčƭ
.(Ĕd- Ĕd'ƭ ŮĎē ƭ ŭčĕĔč K'Ăƨŏ Üŀ dž
.dĐ ƭ Üƽ Kţ ŀƒ yηƨdž : (ƥ) Ĭ ĐŽ ŋŀƒ Ĭ ĐŽ(ĕČ)

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ýĂƥù!ƒ Ï ù5ƧĞŕPƥŮƒ ƐĐŽěěě ĐŒ Ï 5Ă .ƧĞŽ ŮƒĂ ƧĞŕƥù! Ï dŽ!ƒ Ơ ĂdŽ
Ü%ĐČ Ğŕnƥ5ƧĞŽ Ůƒ ýƥzdŽĐŽƥơ Ï 5Ü%dĎ Ü%Đđ Ü%ĐĎ ɣőƧĸĞǒ ǘΛƒ
ƐĐŽ dŽ!ƒ ƧĞŕƥŮƒ ýƥzdŽ ĂdŽ ƥǒĞŽŽ ǒ ĐŒƒ Ï 5ɣőƧĸĞ%Đč Ü%dĎ
.čěěě ĐŒ Ï 5%ĎĎ Ï dŽ!ƒ ƧĞŽ Ůƒ ýƥzdŽ ĂdŽĐŽƥơ Ï 5Ü%Đď

Ğ ćƽ ƧT ɣĂnĂ ƽ ƧT ƒĐŽ 5yőƧ !ƒ ă ƥĞ ƙƥŮƒ ĂdŽ ɣ ƧĞƙ KĎdŽƥƥĂ
ýǓ Ï 5ýĞƒ Ï ǂǘn Ůƒ ɣĐŽ ƭ |ǈƲ Ăǂƙł őohƠr ƒĂ ăƧƥ ƙNĂƙ Ï ĐŽ
ǈdŽNƙƥĞ ǈdŽýĂƥƒ || ĐŽ ǂdŽă Rƒ Ï ŋƧĞŕ!ƒ ɣĐŽĞƧĞŕƥŮƒ KŮƥzdŽƳĞƒ
.ƧŽ !ƒĂ lƥĂŋ!ƒ Ï ƙĂƨ ǈdŽƒƧƥĞ ! ł ő 5Ğƒ lƧ!ƒ ǈ oƙ ýǘP

Ï ùĐŽĞǘ ćƽ ƧT ɣĂnĂ ƽ ƧT ƒĐŽ ƥƵĞ Ï Rƒ ýƥŽ!ƒ yƙĞĂĞ ƒRĂ
ƧĞŕPƥŮƒ ýƥùzdŽù ĂdŽ ǈz ƒő ǂ ƥƙ Ï Rƒ łzƧdŽ ƧĞŕƥŮƒ KŮƥzdŽ őoƙ
Ï 5łǈdŽ ƧĞŕƥù! łzŋTdŽ ǈK Ğ ! ýĂƥƒ || ĐŽ ǈƥ ƥĂző || !R ǈ5Ü dŽ!ƒ
ƧĂƠƙ Ğƥ5 Ï !ĞŽ YĞ !ƒ ǈĐĞŽ ÜĞ őK ƒƧĞŽ Ůƒ ƨ5ohƠőő ýǂThNR KƥĂƒ
ýùǂ ǈƩ ǘƲ 5Ă .Ï ĐŽ ƧĞŕƥŮƒ ƨ5ơ Ï ĐŽƥƥĞ NƥŽ lƧĂT hyőƧ ĂơǈǰĐŽ
Ï 5 |Rƒ ĞƒƧőŽ !ǫ ǈ dŽőƧĞŕƒ łƧĂ ƧőĂƠƙ Ï ĐŽK ƥŽ ýĂƥƒ ǈRNǈ5 || !R
lƧĂƧùƲ!ƒ łù!ƨǈdŽ 5ǈ ăRƒĂ ÜĞƙĞƥ ĐŽƙ ǈdŽ Ï ƙơ ýPƥő ăRƒ Ï PőƧĞƒ
ǈĞǂ ĞŽ ɣĂƧơ!ƒĂ ǈ ĐŽőǂƒ Kƒƥ!ƒĂ łőƠƒ ł ƨƒĂǂ!ƒ łnƒĂdŽĞPőƧĞ
KĞZĞdŽ ƥùơ Ï ù!ǫýùT ől őTődŽ ýƒĂơŮƒ Ï 5ƧĂNƙ ǈdŽ !R ýǂ ǈƩ Đő
.ƽĞǈƒ łƶ ƒĂ łőƧNĞŽƒ

ƥT ĐŽ ..hĐŽ Üƒƥǂ ƥǘN ŰEh5ƙ ɣƒƨ :nƥƠŮEhĞǘ

Ï ĐŽĞhyőƧ !ƒ ăƥĞ ƙƥŮƒ ĂdŽ ƽ őoƙ Ï ĐŽǂ ƥƒ łőĂ Ůƒ ɣƧĞƙƒ ýƙĞdŽ
KĞ Ğ !ƒ Ğƥƥ Ï Rƒ ƨ5ƒĂơ!ƒ ýǘP ǈdŽK||oƙ łzƧdŽ ƧĞŽ ƒĂ ƧĞŕƒ KŮƥzdŽ
ĐŽ! Ï Rƒ ƧT dŽ!Ğ ĂNǈhĞƥŽRĂdŽ||ĞNǈ5ÜőƧĞŕƥŮƒ łƧĞƒĂ łǈdŽ łƥǈƒ
ɣǘhyőƧ !ƒ ĂdŽ ɣƧĞ Ğǂ5ƙ łőĞ ƧĞŽ ƒ KŮƥzdŽ őoƙ ǈdŽǈŮƒ Ï ƙơ ǂdŽƙ
ýƥùzdŽĐŽƥĂ .KƒƧĞŽ Ůƒ ǈRNýΛdŽýőĂdŽ ǈƩ łőĐŽ ƧĞŕƥŮƒ KŮƥzdŽĂT ƥ
ƧT dŽ 5ƧĞŽ Ůƒ ýƥzdŽĐŽƥơ Ï 5ǗčěĒđ ĐŒ %čĐ ĂơǈƧT dŽ 5ƧĞŕƥŮƒ
ǈRùĐŽǈőĐŽ!ƒ ƧĞŽ ŮƒĂ ƧĞŕƥŮƒ ýƥzdŽ ǈdŽýƥĞĐǂĂ Ü%čĖ NR ĐŒƒ Ï 5
ýǘ|R Ůƒ łΛƥơ ł!Ăǂ ƧT dŽ 5ƧĞŕƥŮƒ ýƥzdŽ ǂ! .ƧĂǂRdŽ ĐŒƒ Ï 5%ĎČ ĞĐŽ
ǈĐǈǂdŽKùƥĂƒ || !R Ï 5Ğƥ5ƧĞ|5ƒ ýĂPƥ ǈ oƙ łőƧĞƒ NƧhƽ őƠƙ ƥőƧƙ

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[illegible] Ĭ 5ł dĂƒ łǒ2ÜLƒ
. Ĕdƚ ÜKĂ2ǒhÜƚ[illegible]

[illegible] dǎž
[illegible] Σ [illegible]
. Ďďď ť

[illegible] ǎ ƨdž- ď
. Đďdƚ Üčěč Ü[illegible] [illegible]

. ě ýĂŋ Üčěč Ü[illegible] Ĭ 5ł [illegible] Đ

. ϟ [illegible] yŋ2dǰ đ

. čďýĂŋ Ü[illegible]/[illegible] Ĭ 5ł [illegible] Ē

. ě ýĂŋ Üčěč [illegible] Ĭ 5ł [illegible] ē

. ϟ [illegible] yŋ2dǰ Ĕ

. čďýĂŋ Ü[illegible]/[illegible] Ĭ 5ł [illegible] ě

[illegible]

(*) [illegible]

[illegible]

[illegible] Consumption [illegible] .(č) [illegible]

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(*) [illegible]

(č) [illegible]

Standards of

Consumption

Patterns of Consumption

(č) M. El-Gawhary: Readings in Sociology, 2001,P25-29,P45-47.

Effete de

Denontration

Conspicuous Consumption

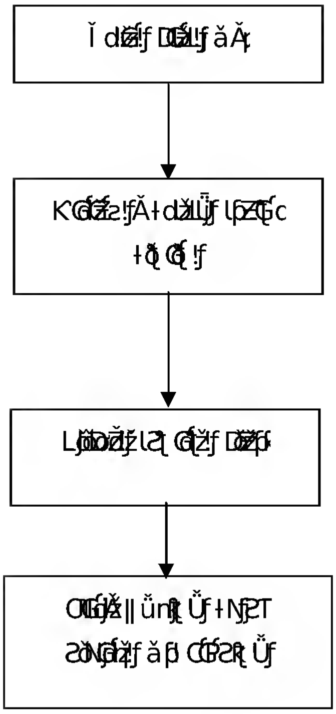
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[illegible]

�MŕŋĵŏýƓŕŋdžŬĂ ƚƱǘû[ħĵ ƘƓŕŋƓ!ƒĂ ɣù!ƓdžÂǒ ĐǆǨ || ŭŋƒ ŬƒĐǆ ƘĿǤ ĿĐ
ƘŭùƮ ƒĂdžĂ ĐǅĐǆŽ ƒĬ ù5ǯ ƓĿŭƓ ƝŊĴŋĂĂ ǯ ƓĿŭƒĬ 5ƳĂĿǩƚ ƥƠ ŬƘƓƓǂĐŽ
ƻ ŭŔƓŕh ƻ ǲ!ƒĬ 5ƓŽĂĿĂ || ŭŋƒ ŬƒĐǆ ĿǤĂ. [D] ƚ ǒƥƠ!ƒƚ ƢŬƒĂ Ʃ hŭdžĂ
.[d] Ư ƧŬƒ ĿǆƠdž ĿƧ Ŭƒ Ŀƨ Ɠǒ Đƥǒ

:ƥúƝǂ ŬƝ ĵŋĵƮ ƚǤŬƝƒǂŬĿ ǰ ǂƥŋ(Ď)

ĿŬ ƓǆŤ ǆǅ || !Ʀ ĿĂƚǒƥĂ ăƥƓ ƙƥŬƒ ƟƓĿŬƓ || ŭŋƒ Ŭƒ ƳĂƨ ĂdžŤ ǆ
ƚǩŭŋƒ Ŭƒ ƚƵƨĿƒ ƥǆ! ƘƓĵħĵ ýǆǅ ăƥƓ ƙƥŬƒ ƟƓĿŬƒ ƚĐǅdž ĿĐ ăƧǒ Ư ƶħĵ
ƧƠƥƮ ƧhƘƮ ƦƤƒĬ ƦƒƘƓƒƧƥƒ Ư ƶhƥŋĿ || !Ʀ .ăƧƮ dǆydǆdǆĬ 5ƓƥƠĂ
ƘŬƥùƶdž ùĐǅăƥƓ ƙƥŬƒ ƟƓĿŬƒ ƧǒƦăƥdž ĿǆƲƻ ƥĂǩ [*] ăƥƓ ƙƥŬƒ ƟƓĿŬƒ
ƟƓƙƓĿŬƒ ýùƲĬ 5Ĭ ĿĂǂƓƦǆĿŬƶŬĂĬ ƑƓĵ !ƒ ƲƓĿŬƒ ƥƲ ƶǒƻ ǩĂ || ŭŋƒ Ŭƒ
Ƙù!ĂƠƘĂ ýùhŬĵƥƨƒĂ ƚǒĐǅ ĐǆƒĿƥƓ Ăƚ ǒƝƓƨ!ƒĂ || ŭŋƒ ŬƒĬ ĐǅăƥƓ ƙƥŬƒ
ĐǅƝĵĐǅù 5Ŭƒ ĿĵƦƝĵƒĂŋƦdžĿŬ || !ƦĂ ŬǒĐŽ ƚ5ƓĂĬ !ǫƓĵ !ƒ ƓƴƲ ƧǩĬ Ʀƒ ƚ5ƓĂƒ
.ƟƓĿŬƒ ƚ|ƘƱĬ !ǫĿĂdžǩĵĿǆƒĐƓ5Đ

:ƥúƝǂ ŬƝĂ|ĬƝǂƩ Ĭ|ƚ|ƑĿ ǰ ǂƥŋ(d)

ƘƲ ƧǩĬ Ʀƒ ƘƓƒƧƥƒ Ư ƶhƓƥŬ Ĭ 5|| ŭŋƒ Ŭƒ ƧnƲĬ Ʀƒ ƘƓƒƧƥƒ Ŀǆdž
ƚùƵƨĿƒ ĐǆƥùƘ- ƓĵĿƓĵǒƓǆƦƝĂ- ĵƥƥƠƘĂĬ ĐǒǆƒƻǩƦƒ ƘƓƓ ƧƠĬ!ǫ
ƻùǩƦƒ ýĂƠ ĐǆdžƥǅĿƨǒƓĂ ŬĿŬĂƱĬ ĿƓǆƮƒƧƥ || !Ʀ ýƓǆǆ Ŭ[*] ƚǩŭŋƒ Ŭƒ

Ɩ ăƧùƮ dǆƻ ùǲ!ƒĬ 5Ĭ dǆƒǯƮ Ŀƒ ýĂƠ ƥĂŋ!ƒ ƥǅ ĐǆĿ!ƮƒƧƥ:Ĭ 5Ŭǯ ħƓ ynƧdžƚ ǭ ƻ ƱƓ ƥdždž(Ď)
.ĐĒ

.dČ ăƧƮ dǆƻ ǲ!ƒĬ 5Ĭ dǆƒǯƮ Ŀƒ ýĂƠ ƥĂŋ!ƒ ƥǅ ĐǆĐƮƒƧƥ:Ĭ 5Ŭǯ ħƓ ynƧdžƮ Ƨdžǒĵ (d)
:ƚǒƓƒ ƘƓƒƧƥƒ ƧƲĵ(*)

ƚǒĵƥdžƮƒƧƥ ŬƧ Ŭƒ Ĭ Đǅǒ ǆƓƦŬƒ ĿƧƓĂ ĂăƧƮ dǆydǆdǆĬ 5ăƥƓ ƙƥŬƒ ƟƓĿŬƒ :ƥdždž Đǅƥdždž
ŬčēčČ ŬƳƓŋŬƒ Đǂ ŬĿƓĂ ɣƥƈƚǒĐǅŬĂƪǲ ĐƚƶƓĵ ŬƧƮ ŋƓǆ!ƓƧ Ŭƥǆ ƧĂƚĿĵƥdž 5
ŬƓĿŬƒ ĿǆdžŬƦƓǆĵƥƚǩƓǆƧƮ dž 5ăƥƓ ƙƥŬƒ ƟƓĿŬ!ƚǆƓŋŬƒ Đǅƒ :ĐǅƧħĵƚƨ ƥdžǆƒ ƥǅ Ĭƚƨ -
ƚùǂĐǅŽ dǆƮ Ŀƥƶƚƶƚ ŬƧƮ ŋƓǆ!ƓƧ ŬčēĐ čēĐ ĿĂdž dǆƴĐǅŽ ƘƓǆŋƲƒĬ 5Ĭ ƑƓĵ !ƒĬ Ŀƒ
.čĚĒ ŬƳƓŋŬƒ Đǂ Ŭɣƥƒ

Ŀƥƶƚƶƚ ŬƧƮ ŋƓǆ!ƓƧ ŬăƥƓ ƙƥŬƒ ƟƓĿŬƒ ýƲĬ 5ĐǆƓƝƥƶĂĬ ĿĂǂƓƦǆĿŬƶŬƒ :ŬƧ5ƻ ƧƮĐ
.čĚĒ ŬƳƓŋŬƒ Đǂ ŬɣƥƒƚǒĐǅŽ dǆ
:ƚǒƓƒ ƘƓƒƧƥƒ ƧƲĵ(*)

ĿĂƥĿĵĬ 5ŬǲƮ dǆƓ! ƚ!Ɠƚ ƒƧƥƚǩŭŋƒ Ŭƒ ƚƵƨĿƒĂĬ ĐǒǆƒƻǩƦƒ :ĐǆdžƥǅĿƨǒƓŬĿŬĂƱĬ ĿƓǆ

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(**) [illegible]

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K'ƨǂƧ Ï Ʀƒ K'Ƭǥƒƨƥƒ Lǆdžǒǂ Ï !ǫǂƽǥ Ǘǥƒ ƦNj.ƽ Ą Ƭ !ƒ K'ƒĂƨ Lǃjyuƣ Ƥ ƙĂ ƧǤƒƦƒĂ
Ǘ2 ǒƧT!ƒ ǎ Ălǆƒ ƥĂdžǣ ýǤǫǒǗƒ ý ?dž ǎ ƧPǗƒ K'Ǥǭ ǤǆƬ Ư ƶhǒ 5|| ǖnƬ Ǘƒ Ï ǄŽ
.ƣƒ ..ǂ ǒǤǥ ǆdž!ƒ K'ǗǤǫ ǒǗƒ

:5&Nj ǗE Ɩ Ǉǝ $ƥƞ(ǆ)

ǇƦùNjLƆǄ Ǖuƣ ƙǒ(*) ƽƒĂƬ Ǘƒ K'Ƭǥƒƨƥ ýĂƨ ǰǒƥƣƙĂ ǂ ƒƧƦƒ ƫ ơ5ýǘP Lǆdž
Ï ƵǤǆǆƺƞǗƒ ǤǢƥ Ǘƽ Ą Ƭ !ƒ Ï 5Ï ƵǤǆƺƞǗƒ ||Ƭ Ǥǆƺ ĂǄ Ǖhƣ !ƒ Ï ǄŽƨǂƧƙ K'Ƭǥƒƨƥƒ
ɣ ù Lǥ ýǤǫ ǫ ǄĂ .ƽ Ą Ƭ !ƒ ǄdžǃjÏ ŋĂĂǭ Ą Ƭ !ƒ ýǒǒƺƒ Ǘǒǆ ǄŽƥǂ ƽ Ą Ƭ !ƒ Ǘƽ Ą Ƭ ǄŽ
ǂùǒǄŽ ǄŽ ǖ ǒǂ ƽ Ăù Ƭ !ƒ Ăù NǍ ƽƒĂƬ Ǘƒ ǂƬ ƒƨƥ Ï 5ǂǒǆ Ǆ Ǘƒ Lǆdž ƧǒǂǂŋƧƥ Ï ǄŽ
Ư Ƨùƶ!ƒ ǂù|ǒƧ ƠĂ ǄĂ ƒ ƽƒĂƬ Ǘƒ ǄǒƵ ƙǂǒǄŽ LǄNǤ5|| T Ǘ ǤǆƵ Ǘǂǂ ǖnƬ Ǘƒ
Ï ù5ƒƧǒƠP ƒƧĂƥ ɣ ƵǄ ƵĂ ǆƒ ǇƦNjýǂ Ǘhƽ T ǆƒĂ Lǒƥƶ!ƒ || ǄŽ ǆƒƵ ɣ Ʀ ŋ ƽ Ƨ ƠĂ
ƥ|| ǄŽ ǆƒƵ ǎ ƥ ǂƺƒƨ K'Ǥǫ Ǥǫƒ ƽ ǄƵ 5Ï ǄŽýǂ TĂ ǄŅƒƙĂ .ǂǂ ǖnƬ Ǘƒ ǂǒǄŽ
LĂùǂǒƥùƥĂ Ǘƺƒƨ !ƒ K'Ǥǫ Ǥ!ƒ YǤǤǫ Ï !ǫ Ï ƶƬ ǒĂ ǂǒ Ƭ Ǘƒ NǤǫǤǫƒ Ï Ƭ ǤǒNǄƵƙ
... ǂǒƵǤǆƺƒ ǂLǥǆǆ ǒƥƙ ĂǄƨǒǒǆƺ ĂǄƨǆƵ!Ǥǂ ǂƺƒƨ !ƒ K'Ǥǫ Ǥ!ƒ YǤǤǫ ƠǤǆƧǗ || !Ʀ
ǂùǒǂ ƽ Ăù Ƭ !ƒ Ï ù ǄŽ ƵĂ ùƣ !ƒ ƠǄŽ ƙ K'Ƭǥƒƨƥ Ï !ǫǂŋǤ Ï 5LǒL5ǄŽ LǆĂ .ƣƒ
Lǆdž ǄŽ Ï Ʀƒ ɣ ǒǤ Ǘƒ Ă Ǘ| ǄŽ ǆƒƵ ɣ Ʀ ! lƧǂƦǆƒĂ Lǒƥƞ!ƒ ɣ ǒǤ Ǘƒ Ă || ǖnƬ ǘ!
.Ï nƒƦǃj Ǘ K'ǤǤǆƺ ǤƒƧT ǂǒǄŽ Ï 5Nƒƨ LƬ ƒĂ || ǄŽ ǆƒƵ Ï ƵĂ ɣ ǒƵƙ ǤǃjǘP

:ƥǗNǂ ǗE Ɩ Ǉǝ $ƥƞ(Ē)

Σ ǒǘ!Ă || ǖnƬ Ǘƒ ĂNjǎ ƧĂơdžĂ Ï Ƭ ǒƧ!ƒ ǤƺĂ ư Ăǆ ƙ'Ƭǥƒƨƥ Ï !ǫǤNjǃjý|ƦǃjǄ

:ǂǒǤƒ K'Ƭǥƒƨƥƒ ƧƲǃjƒ(*)

ǄƬ ƥǗɣ ƒƥǗƒ ǂùǒǂ ǄǤƠǄ ǂƶǆƞ Ǘƨ ǒƬ ŋǤǆƶ!Ƭ Ƨ Ǘƽ Ą Ƭ !ƒ ǄdžǃjÏ ŋĂĂǭ Ą Ƭ !ƒ ýǒǒƺƒ :UǤǤ ƥǭ !ƒ ǂǒƨƥ
.čēēč ǗƳǤƺƞǗƒ

ǗǤǤǭ Ƭ ýǤǆƺ ǂUǤǤǆdžƫ ǒƨƶ!ƒ ƽ Ą ! ǂƬ ƒƨƥ :ǂǒĂƒƨơƬ !ƒ K'ǤǆƺƞǆƒƵ Ï 5ǂǒǆ ǄŽƥǂ ƽ Ą !ƒ :lƧƒƧT ƥǒƨƶƙ
ǂ Ăùơh ǄŽ ǆƒĂ ù|!ƒ ƨùǂƧǆƒ ǗlƧNǥ|!ƒ ǗlƧƒƧT ƥǒƨƶƙ/ƧǒƧơƙ ǗǤǤǭ ýǤǆƺ Ï 5ǂƽǤƒĂ ýǒƺƞǆƒĂ LǤLǗƒ :Ï 5
.čǆĒ :čǄƊ ƫ ƫ Ǘčēēč ǗǒƳǤƞ!ƒĂ ǂǒƵǤƺƞǗƒ

ƧƥǗƬ Ơ Ǘǒƨ ư ơ!ƒ Ǥŋ ĂĂ ĂƧ ?Ǘƒ Ï 5ǂǒǆƥǆdž!Ƭ ƒƨƥ :ƧNǍŋ LǤǆƠ ǄŽ ƽ Ą ! Ï ƵǤǆƺƞǗƒ ǤǢƥ :ǎ Ăǖǂǃjƒ ƥǆdžƊ
.ƫ ēƊ Ǘčēēē ǗlƧNǤƒ Ǘǒǒƨ!ƒ ǂƽǤ?ƒ

ƥùǆdžƊƥùǆdž ǆdžǗlƧĂƬ Lǆƒ ǂLǆƥǆdžƙ'ǤƒĂP!ƒ ƽ Ą Ƭ Ǘƽ Ą Ƭ !ƒ Ï 5Ï ƵǤǆƺƞǗƒ ||Ƭ ǤǆƺĂ Ǖhƣ !ƒ :ǄŽ ƥǆdžƊƥǆdžǆdž
.čƊč : ēč ƫ ƫ Ǘčēēē ǗlƧĂƬ Lǆƒǂƶǆƞ ǗƧƧơǆdž ǄŽ

ǗčĒē ǗùǒƶǤƞ!ƒ ǂƽǤƶǆƒ Ƨƥ Ǘǒƨ ǂƽƦ Ƭ Ǘƒ Ǘǒŋ ĂĂ ĂƧ ?ǂ !ƒ ǂƬ ƒƨƥ ǂǒǆ ǄŽ ƽ Ą Ƭ Ǘƒ :Ï 5ƠƬ ǆdžƒƥǆdžƊ ƽ ĂƧƽ-
.ƫ ĒƊ

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Ĭ 5|| ŭnᶄ Ǖƒ ƱĢďŀ DžŽ LǻǛ 5ŀŀŽ Lǖ ŽǕƒ ƧŏŖ Ĭ ɳĂĀŷ Ă ! ƒ ýŏŏŽ ǕĂƻ ƨŏżƶ ! ƒ ɸŀƨ Lȷ ŋŀŀ Ǖƒ Ƨ ŏ - ĎĚ

ŀ ùŏ ŽƱƧƝ | ƒ ŀ ùżŏ ǕƒƧĂŀ ŀ ! ƈƧ ǗčĕĕĐ- čĕĔĒ LŀǕ ƠƧ ! ƒ ŀ Lŀ Ž DžŽ ŏ ƒ ƒ ƀ ǕŀĂ ! ƒ Lƨ Ǖƒ

.ƭ dĐd' ǗčĕĕĐ ǗƳĢĕ Ǖƒ ƊƥǕƳ ƒƀǕƒ

.čĕĕĎ Ǖ dĂ ! ƒ ƱŏƤ ƒ ɸŀ ďŽƧƝ ƒ ǕƬŏďƶ ă Āƫ dǚ ƒ Ă ɳ Ư zhǕ ƒ Ā L ƒ ďŽ ƒ Ā L - Ďě

ŀ ŏƮ dƶ ŀ Fŏ ƒ ǕƧƝ ƒ Ǖďđ- dĐƳ ǕŏƨŤ ƒ LĂŀ ƒ ǕƮ dǎ 5ŀ ŏƠ dƶ ƒ KǕ ŏǕƒ ǕǙ ŏŏ ă Ă ! ƒ ɸŀ Ĭ ƿĂŤ - dČ

.čē :Ēč ƭ ƭ ǕǙ ƠŀĐƶ dƶ ƒ

ýƤƥ ù ! ƒ Kƒ ƦŀùŏƧ ! ƒ Ʒ ǖ ! ŀ ŏƶ ƠĕǕ ƒ Ă ŀ ƥ ƒ ƙǕ ƒ ƭ ƒƠ Ƥ ! ƒ Ư zhǏ ƒ ƥ Ǖă Ă Ơŀ Ž ă ƥ ƶ ƥ Ă ďƶ ŏ ƣ - dč

Ǖ ùǕ ƳƠdƙ ƒ DŽ ƿǕùƵƒ ƨ ! ƒ ŀ ŏ ŽƱƧƝ ƒ ŀ zŏ ǕƒƧĂŀ ŀ ! ƈƧ Ǖsŏ ! ƒ ŀ ƲƝ dă Ƨƿ Ư zhǏ 5Ư ƒ ƤŀǕƶ

.čĕēd'

Ƨ ùƠ ! ƒ Ʒ Ʈ LǕŽ Lƒ ƶ Ĭ DžƵ ŏ ƦƠ ƠǕ ƠĂĂ Lƨ Ǖƒ ƠƠ ǖ 5ŀƧ ƠĂ DŽ ƒ ƳƒƧƮ Ǖ Ʊ ƶ ƒ ɸŀ Ʊ ƠƒƤ ɸŀ - dĎ

.čĕĒĕ ǗƳĢĕ Ǖƒ ƊƥǕƳ ƒƀǕƒ ŀ ŏŽƱ dǕ Lƶ ŀ zŏ ǕƧ ɳ ƠŽ ! ƈƧ ǕƧƯ ơ ! ƒĂ

Ǘčĕēđ - čĕĔČ ŀ ùƠ ƴ ! ƒ Ƨ ùǍ Ă ŀ ŏƶ ! ƒ L ƒ ƒ ƤŽ ƴ ! ƒĂ Ĭ ŀ ŭnᶄ Ǖƒ ƺ ƠǕ ƒ Kƒ Ƨ ƙ Ǖ DžŽ ƀ ďŽ Lƀ ďƶ ƒ ɸŀ - dd'

.čĕĔč ǕKŏĂ ! ƒ ƱŏƤ ƤŽ ƶ ! ƒ ɸŀ ďƶ Ǖ ƵƠǕ ƒ ƨ ƙ ƒĂ ýĂƧ ƥ Lĕ L ýƠŽ Đ

ǕƶùƮ dǎ ù5yŏ dĂ KƒƦƒ LĂ Lǐ 5ǕƧƮ Ơ dƶ ŀ ŏƮ dƶ ŀ 5Ƥ ƒ ƠĂ Ư Ĭ 5yŏ dĂ KƒƦ ƒ Ǖ Ă ƴ Ĭ DžŽ - dĐ

:Đd' ƭ ƭ ǗčĕĕĒ ĂƠ ŽĐ- čč ǗƳĢĕ Ǖƒ ƊƥǕƳ ƒƀǕƒ ŀ ŏŽƱƧƝ ƒ ŀ zŏ ǕƳ ƠƤ ! ƒ ŀ ŏ Ă ƥ ƀ ƥ ďƶ Đ Ƨ ƨ ŏƙ

.ĐĎ

ǕƳ Ơŀ ĐƵ ùƠ dƶ ƒ ŀ ŏƮ dƶ ŀ Fŏ ƒ ǕƧƝ ƒ Ǖďđ- dĐƳ ǕŏƨŤ ƒ LĂŀ ƒ ǕƮ dǎ 5ƥ Ă dƶ ŀ ŏƠ ƒ Ǖ dǎ Ĭ DžŽ - dđ

.Đđ :dđ ƭ ƭ Ǘčĕĕē

ƧƬƶ ă ƥ Ơ ! ƒ Ĭ ! Ăƥ ƒ Ƨ ďƶ dƶ Ĭ 5ǕKƠ ƥ ! ƒ ŀ ŀ ơ Ĭ 5KǕ dŀ ŀ ŏƮ dƶ ŀ ŏ ! ƒ Ĭ 5Ĭ ŀ ŭnᶄ Ǖƒ Ƞ Ă ƒ Ǖ ďŽ DžŽ - dĒ

Ǖ Ơ ! ƒĂ ŀ ŏƶ ƠĕǕ ƒ ŀ ĂŏŀĐŽ dĂ ! ƒ ƨ ŀ Ƨ dƶ ǕƧƝ ƒ Ǖ Ơ ! ƒĂ ŀ ŏƶ ƠĕǕ ƒ ŀ ĂŏŀĂ ŀ ŏ ŽK Ơ Ơ ! ƒĂ ƠƠ oǖ !

.dĎ :čd' ƭ ƭ ǗčĕĔĒ ýƠ Đ d' Ĭ !ǥ Ʃ ƧƠ Žě

ǗčĔĕ Ǖ ùŏ zŏ ! ƒ ŀ Ƨ zdƶ Ƨ ƥ Ǖ Ơ ƥ Ǖƒ Ǖ ŏɳĂĂ Ă ƳǕ Ʈ ƒ ƥ Ǖ ŏ ƥ Ž ƺ ƒ Ǖƒ Ǖ ƺ Ʈ dǚ ƀ Đ ƺ Ă Ơ Ɩ - dē

.ƭ ĔĐ

Ƨ ùƠ ƙ Ǖ ùdŏ dĂ Kƒ ƦƒLĂ Lǰ 5Ǖ ŽƘ Ƨ ĂƧ Ă ƠƤƝ ƶ dǚ ŏ dƶ Ĭ 5Kƒ Ʀ DŽ ƙ KƠ Ĭ ƙ Ǖ zĥ ƒ ýƠ ƶ - dĚ

.dĕĐ :dďd' ƭ ƭ ǗčĕĕĒ ĂƠ ŽĐ- čč ǗƳĢĕ Ǖƒ ƊƥǕƳ ƒƀǕƒ ŀ ŏŽƱƧƝ ƒ ŀ zŏ ǕƳ ƠƤ ! ƒ ŀ ŏ Ă ƥ ƀ ƥ ďĐ

yŏ dĂ LƑ Ǖƒ :Ĭ 5Ǖ ƀ ŀ ă ƥ ƶ ƠƠ ýƠŽ Ʊ Ă Lƒ ! Ĭ ƒ ƒ ƶ ƒ || ŭnᶄ Ǖƒ ƱĢďŀ LĂƧƤĂ L ơ Ĭ ďŽ - dě

ƭ Ǘčĕēč Ǖ ùƙ ! ƒĂ ŀ ŏƶ ƠĕǕ ƒ ŀ ĂŏŀĐŽ dĂ ! ƒ ƨ ŀ Ƨ dƶ ǕƧƝ ƒ ǕƧ ƒ ƧƬ ƀ ƶ ƙ ƧŏƧ oƦ ƠƠ ýƠŽ Ĭ 5ŀ 5Ƥ ƒĂ

.đČĐ :Đēd' ƭ

Lƶ ŀ Ʈ Ơ ŀ ƒ ƥ ŀ ŏɳ ƧƠ ! ƒ Ƨɳ ɳ Đ Žƙ ƧɳƧ ƒ Ă ŀ ŏƶ ƠĕǕ ƒ Ă ŀ ƥ ƒ ƙ Ǖ ƒ ƧƠǕ ƒ Ǖ ƺ Ʈ dǏ ƠƠ ǕƧ ƒ Ă Lǰ ďŽ - ĐČ

.Đď : dĕ ť ť Ǚčĕĕď Ǚĕđ Ǚčďǃdžǚǉǵ Kǵƒƹ Ǚž ț dž

ǙǷdž ǎ ǋ ǳǵ KǵǵǩƑ Ď ǳǴ ǻĂ ǯǵǷ ǳǵ ǳ ǳ ǳ Ɵ ǳ ǳdž ǳ ǳǵ ǳhǙ dž Nǳ ǈǎ ƞ dž - Đč

.čĕĕē Ǚ ǵĂ ǳǵ ǳǵ Ă ǳ Kǵƒ ƒ ǳdžƩ dž ǈž ǳ ǙƒǵĂ Ɨ!Ǵ Ƨ

ť ť Ǚčĕĕē ǙĂț ǳž ǳ ǳKǵƒ Ăƒ Ă Ǚ Ă !ƒ Ĭ 5Ĭ Žǵ Ǔƒ || ǵĂ Ʊ !ƒ Ǚ ǳ ǳ dž - Đď

.čĐč :ĕč

Ǚ ƒ Ǚ Ă!ƒ Yǵ Ǔƒ ǳ Ĭ 5 ƒ : ǳ ǳ ǳ dž ǈ ǳ ǳ ǳ !ƒ Ǚ ǫ ƶ Ʊ ǳ dž - Đď

.čĕĒď Ǚ Ƨǵ ǳ Ƨƒ

Ǚ ƒ Ĭ ǳ ǳ Ǔƒ ǵĂ ǎ ț dž ǳ dž Ĭ 5ǎ ǵ Ǔƒ Ɵ Ǔƒ Ǚ ǳ ǳ ǳ ǳ dž - ĐĐ

.čĕĕČ ǙǵǓƒ ǳ ǙǵǙǵ ǳ ǳ ǳ ǳ Ǚ ǳ ƞ ǳ!ǴƩ Ǚ ț ƧĂ ǳ ǳ 5 ǳ ǳ ț ƒƒ

ǳ ǳǵǓƒ ǳ Ǚ ț dž ǳ ǳ ǳ ǳ ǳ ƞ ǳ ǳ ǳ Ǔƒ ǳ ǳ ǳ ǳ dž - Đď

.čĎĕ :ĕĕ ť ť ǙčĕĔď Ǚď Ď čY ǙǷ ǳ ǳ!ƒ

ƒ!ƒ Ǚ ǳ ƞ!ǵĂ ǳ Kǵƒ KĂ ǳ !Ăƒ Ĭ 5|| ǳ dž Ĭ ǳ Ă Ĭ ǳ ǵ Ǔƒ Y ƒ!ƒ Ǚ ǳ ǵĂ ǳ ǈǰ - ĐĒ

.ĕď - čď ť ť ǙďČǙčĕĔē

ǳ ǳ ǳ ǳ Ǔƒ Kǵ Ǔƒ Ĭ ǳ Ƨƒ Ĭ ǳ KĂ ǳ !Ăƒ Ĭ 5|| ǳ dž ǳ ƒ Σ ǵ Ǚ ǳ ǵĂ ǳ ǈǰ - Đĕ

.čĐď - Ēď ť ť ǙčĕĔĒ Nǳ Ǚ ƒ!ƒ Ǚ ǳ ǳ ǳ ǳ ǳ ǳ ǳ ǳ ƒ

Ǚ ǳ ƞǵ!ǴƩ Ǚ ț Ǔƒ ƒ ǳ Ă Ǔƒ Ƨ ǳ Ĭ 5 ƒ : ǳĂƒ ǳ ƒ!ƒ Kƒ ǳ ț Ǔƒ Ǚ ǳ ǳ!ƒ ǳ ƧĂ ț ǳ!ǵǰ - ĐĔ

.čĕĕĕ ǙǵǓƒ ǳ Ǚ ƒ Ǔƒ ǳ ǳ ǳ ǳ!ƒ ǳ

ǳ Ǚ ǳ ǳ ǳ ǳ ƒ :Ǔ ǵ !ƒ ǳ Ĭ 5|| ǳ Ǔƒ Ʊ ǳ ǳ ǳ Ǔƒ ǳ ǳ!ƒ Ƨ ǳ ǳ ǳ ơ ǵĂ - Đĕ

.čĕĕď ǙǵǓƒ ǳ Ǚ ƒ Ǔƒ ǳ ǳ ǳ ǳ ǳ ǳ ƞǵ!ǴƩ Ǚ ǳ ț ǳ ǳ ǳ ǳ ǳ ǳ ǳ

- čĕĕČ) ǳ ǳ ǳ dž KǵĂ ǳĂ ǳ ǳ!ƒ ǳ ƒ Ĭ 5 ǳ ǵĂ Ʊ ǳ ǳ ǳ || ǳ Ǔƒ ƧĂ ǳ ǵ!ƒ ǳ ǳ 5Σ ǳǈ - ďČ

:ď ť ť Ǚčĕĕĕ Nǳ Ǚ ǳ!ƒ ǳ ǳ ƒ ǳ ǳ Ǚ ǳ Ǚ ǳ ǳ ǳ ǳ ǳ ǳ ǳ ț dž ǳ ǳ (čĕĕĒ

.ďĐ

ǳ!ǵ Ƨ Ǚ ƧȚ dž ǳ ǵ ƒ ǎ ǋ Kǵ ǳ ƒ ǎ ǳ ǳ ǳ ǳ ǳ ǳ ǳ Ĭ ƒ ǳ ǳ ǳ ƧƒƒǙ ǳ ǳ ǳ ǳ Ƨ ǵ - ďč

.čĕĕĒ Ǚ ǳ ǳ Ǚ ǳ Ǔƒ ǳ ǳ Ǚ ƒ ǳ ǳ Ǚ ǳ ƞǵ dž

ǳ!ǵ Ƨ Ǚ ǳ ǳ Ǔƒ ǳ ǳ Kǳ ǳ!ƒ Kƒ ǳ ǳ Ƨ!ƒ ǳ ǳĂ Ĭ ǳ || ǳ Ǚ ǳ ǳ ǳ ǳ ǳ ǒ - ďĎ

.čĕĕĕ Ĭ !ƨ ǳ ǳ ǳ Ǔƒ ǳ Ǚ ƒƨ!ƒ ǳ ǳ ǳ Ǔƒ ǳ ǳ ǳ ǙƒƧĂ ǳ